



# **MIPS User Guide**

**Version 1.1**  
**July 2012**

# Change History

Version	Revision Date	Author	Description
1.0	6/17/2012	N. Brown, M. Jeter, H. Yeager	User guide created
1.1		B. Vaughan, H. Yeager	Added sections for scheduling deliveries, updating specs, discounting, and monitoring inventory

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## A. Getting Started

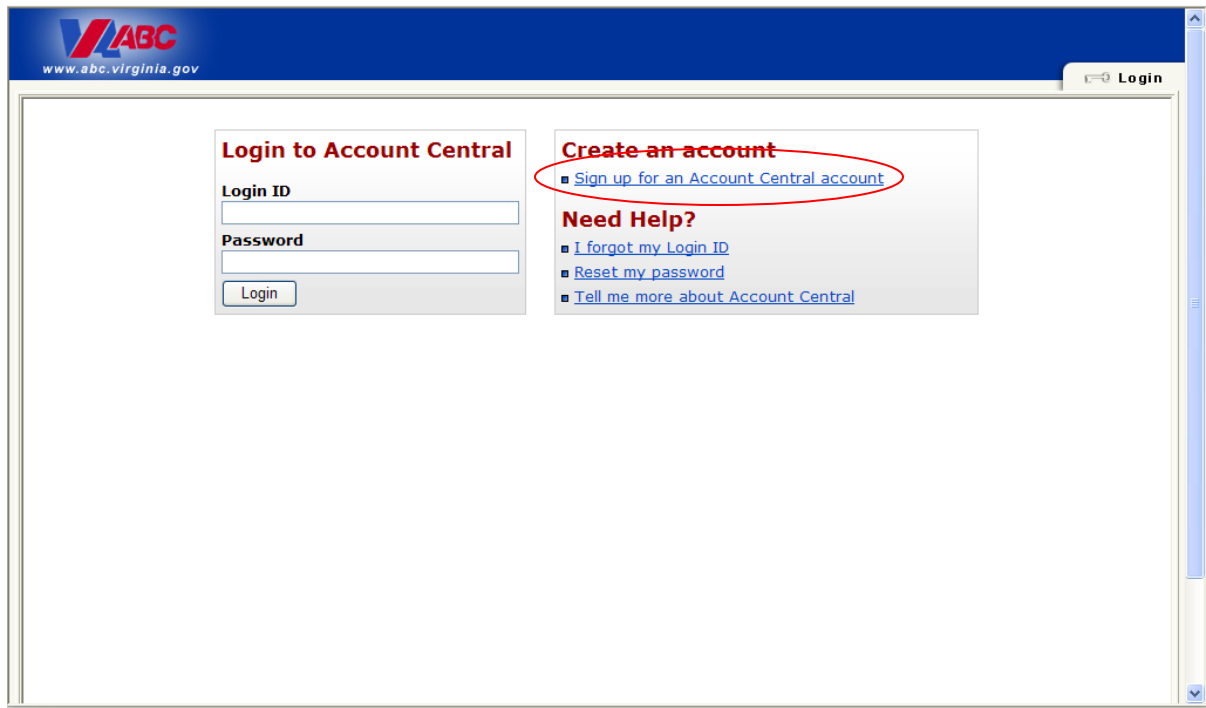
The very first thing that you must do is set up an Account Central account. Once you have an Account Central account you can request access to the Online Licensee Ordering system which is part of the MIPS application.

### Setup an Account Central Account and Request MIPS Access

**Task Description:** Before you can begin submitting your products for consideration by the Product Management Committee, you must first setup an account with Account Central and request access to the MIPS application. Since MIPS access requests must be reviewed and then approved or denied by an employee of the Virginia Department of Alcoholic Beverage Control, it is recommended that you perform the following steps a couple days prior to when you plan to submit your product for consideration to the Product Management Committee.

*Note: This will only need to be performed once (ie. the very first time you wish to place an online order). Any subsequent orders you will skip this section and proceed straight to placing your order.*

1. Open Internet Explorer on your computer.
2. Enter the following address into your Navigation bar:  
<https://gin.abc.virginia.gov/mips/index.html>
3. Click on the link “Sign up for an Account Central account.”



4. Read the disclaimer.

- a. If you agree to the disclaimer, then click the “Accept” button.
- b. If you do not agree to the disclaimer, then click the “Decline” button.

The screenshot shows the top of a web browser with the Virginia Department of Alcoholic Beverage Control logo and navigation links: Skip to Content, Web Policy, Contact Us, and WAI Level A Compliant. Below the logo is a breadcrumb trail: Home > Account Central. The main heading is "Create a new user account - Disclaimer". A text box contains the disclaimer: "Disclaimer: Unauthorized attempts to modify any information stored on this system, to defeat or circumvent security features or to utilize this system for other than its intended purposes are prohibited and may result in criminal prosecution." Below the text box are two buttons: "Accept" and "Decline". At the bottom, there is a version notice: "Account Central Version 1.0.9-SNAPSHOT.7981 built on 2011-03-16 12:01:08 AM All rights reserved, Virginia Department of Alcoholic Beverage Control, 1997 - 2011".

5. Select either:

- a. “I have an email address and would like an Account Central account.” OR
- b. “I DO NOT have an email address but would like an Account Central account.”

*\*Whichever selection you make at this point in the procedure, you will have to provide an email address at the time when you request access to the MIPS application.*

The screenshot shows the same top navigation as the previous page. The breadcrumb trail is Home > Account Central. The heading is "Create a new user account". Below the heading, a paragraph states: "An e-mail address is not required for creating an Account Central account. However, by providing an e-mail address you will be able to:". This is followed by a bulleted list: "Recover from a forgotten Login ID", "Recover from a forgotten or expired password", and "Receive notifications via e-mail about your account". Below the list are two radio button options. The first option, "I have an e-mail address and would like an Account Central account", is selected and circled in red. The second option is "I DO NOT have an e-mail address but would like an Account Central account". Below these options are two buttons: "Continue" and "Cancel", both of which are circled in red. At the bottom, the same version notice is present: "Account Central Version 1.0.9-SNAPSHOT.7981 built on 2011-03-16 12:01:08 AM All rights reserved, Virginia Department of Alcoholic Beverage Control, 1997 - 2011".

6. Click the “Continue” button.

7. Enter your First Name, Last Name and Phone Number in the designated fields. These fields are required (as indicated by the orange asterisks) and **MUST** be filled out

*\* Be sure to include the area code in your phone number.*

*\*\*The fields “Middle Name,” “Extension” and “Organization” are optional fields and you may decide whether you wish to fill them out or not.*

Skip to Content | Web Policy | Contact Us | WAI Level A Compliant

## Virginia Department of Alcoholic Beverage Control

Home > Account Central Help

### Create a new user account - Contact information

Please provide your contact information.

First name\*:

Middle name:

Last name\*:

Phone number\*:

Extension:

Organization:

Account Central Version 1.0.9-SNAPSHOT.7981 built on 2011-03-16 12:01:08 AM  
All rights reserved, Virginia Department of Alcoholic Beverage Control, 1997 - 2011

8. Click the “Continue” button.

Skip to Content | Web Policy | Contact Us | WAI Level A Compliant

## Virginia Department of Alcoholic Beverage Control

Home > Account Central Help

### Create a new user account - Contact information

Please provide your contact information.

First name\*:

Middle name:

Last name\*:

Phone number\*:

Extension:

Organization:

Account Central Version 1.0.9-SNAPSHOT.7981 built on 2011-03-16 12:01:08 AM  
All rights reserved, Virginia Department of Alcoholic Beverage Control, 1997 - 2011

9. Select security questions and provide answers to the selected security questions.

Skip to Content | Web Policy | Contact Us | WAI Level A Compliant

## Virginia Department of Alcoholic Beverage Control

Home > Account Central Help

### Create a new user account - Security questions

Please select a question from each dropdown menu and provide answers to the five security questions. These questions will be used to validate your identity when you need to recover from a forgotten or expired password.

Question 1\*:    
Answer 1\*:

Question 2\*:    
Answer 2\*:

Question 3\*:    
Answer 3\*:

Question 4\*:    
Answer 4\*:

Question 5\*:    
Answer 5\*:

10. Click the “Continue” button.

Skip to Content | Web Policy | Contact Us | WAI Level A Compliant

**Virginia Department of Alcoholic Beverage Control**

Home > Account Central Help

---

**Create a new user account - Security questions**

Please select a question from each dropdown menu and provide answers to the five security questions. These questions will be used to validate your identity when you need to recover from a forgotten or expired password.

Question 1\*: What is your favorite or lucky number? ▼  
 Answer 1\*:

Question 2\*: What is your mother's middle name? ▼  
 Answer 2\*:

Question 3\*: What was your childhood phone number including area code? (e.g., 000-000-0000) ▼  
 Answer 3\*:

Question 4\*: What is your favorite charity? ▼  
 Answer 4\*:

Question 5\*: What is/was the name of your first pet? ▼  
 Answer 5\*:

11. Enter a Login ID and Password in the respective fields.

12. Enter your password a second time in the “Confirm Password” field.

13. Click the “Submit” button.

Skip to Content | Web Policy | Contact Us | WAI Level A Compliant

**Virginia Department of Alcoholic Beverage Control**

Home > Account Central

---

**Create a new user account - User credentials**

Each time you login to Account Central you need to provide a Login ID and password. Please create a Login ID and password. Both must adhere to the respective requirements defined below.

Password Policy

- Must be between 8 and 30 characters in length
- Must contain one lower case, one upper case, one number
- Previously used passwords are not permitted

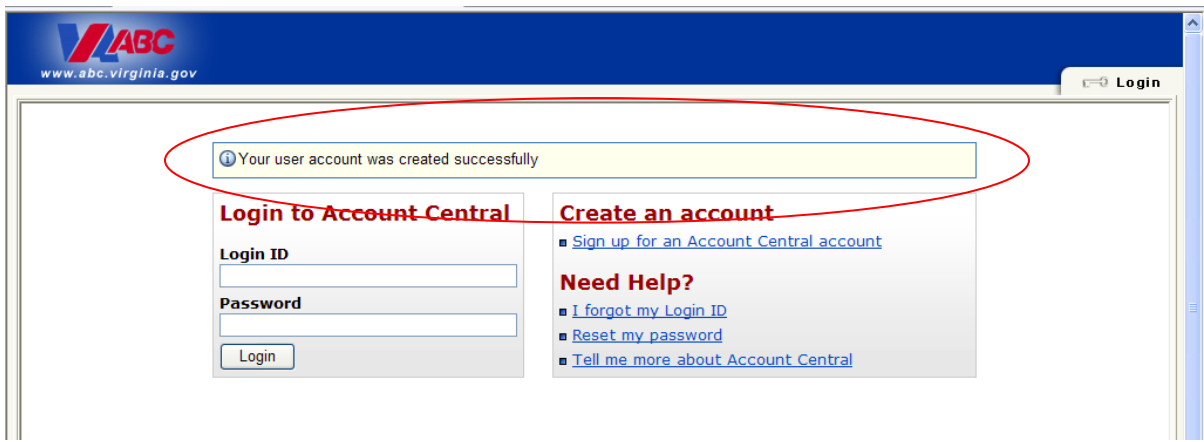
Login ID\*:

Password\*:

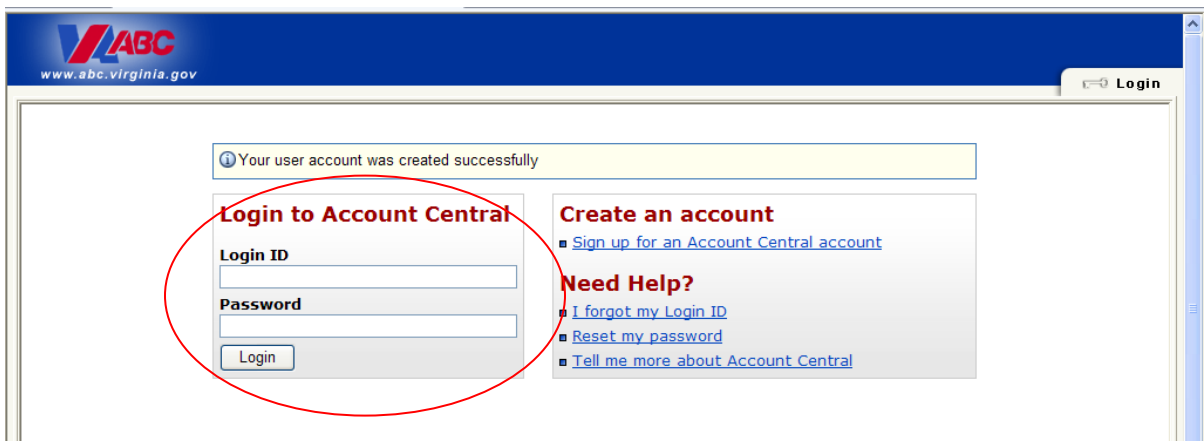
Confirm password\*:

Account Central Version 1.0.9-SNAPSHOT.7981 built on 2011-03-16 12:01:08 AM  
 All rights reserved, Virginia Department of Alcoholic Beverage Control, 1997 - 2011

14. You will see the message “Your user account was created successfully” appear at the top of the screen.



15. In the “Login to Account Central” box on the screen, enter your newly created Account Central Login ID and Password.



16. Click the “Login” button.

17. When you first login to Account Central, you will automatically be directed to the MIPS Access Request screen.

*\*When you login in at any subsequent time, you will no longer see this screen, but will be taken directly to the MIPS home page.*

18. Enter your email address in the “Email Address” field. This is a required field (as indicated by the blue star) in order to request access to the MIPS application.

*\* The fields “Name Prefix,” “Middle Name,” “ext.,” “Fax Number,” “Address 1,” “Address 2,” “City,” “State,” “ZIP Code” are optional fields and you may decide whether you wish to fill them out or not.*



www.abc.virginia.gov

My Account | Logout | Support

Home

**MIPS Access Request**

Submit

\* Denotes a required field

**Enter Contact Information**

Name Prefix

\* First Name

Middle Name

\* Last Name

\* Email Address

\* Phone Number  ext.  (e.g., 555-555-5555)

Fax Number  ext.  (e.g., 555-555-5555)

Address 1

Address 2

City

State

Zip  -

19. Scroll down the page so that the “Access Type” section can be seen.

Address 2

City

State

Zip  -

**Access Type**

A Licensee Ordering Rep must enter only one license. If the Rep will be representing more than one license for an owner, then they will be automatically associated.

\* Access Type Requested

\* Who do you Represent? (Vendor/Carrier/Licensee Name)

\* License Number (Only required for Licensee Ordering Rep)

A Product/Inventory Rep is able to submit Products for Consideration, update existing Product Specifications, add/update Discounts, and view Inventory Levels.  
 A Delivery Scheduling Rep is able to submit orders for inventory to be delivered to the ABC.  
 A Licensee Ordering Rep is able to submit orders to be picked up at an ABC store.

20. Click on “Product/Inventory Rep” in the “Access Type Requested” field.

**Access Type**

A Product/Inventory Rep is able to submit Products for Consideration, update existing Product Specifications, add/update Discounts, and view Inventory Levels.  
 A Delivery Scheduling Rep is able to submit orders for inventory to be delivered to the ABC.  
 A Licensee Ordering Rep is able to submit orders to be picked up at an ABC store.

\* Access Type Requested

\* What Company do you Represent? (Vendor/Carrier/Licensee Name)

\* What Time Frame Would You Expect to Start?

21. Enter your company business or Trade name and any other details that you consider important in “Who do you Represent?” field.

**Access Type**

A Product/Inventory Rep is able to submit Products for Consideration, update existing Product Specifications, add/update Discounts, and view Inventory Levels.  
A Delivery Scheduling Rep is able to submit orders for inventory to be delivered to the ABC.  
A Licensee Ordering Rep is able to submit orders to be picked up at an ABC store.

★ Access Type Requested **Product/Inventory Rep**  
Delivery Scheduling Rep  
Licensee Ordering Rep

★ What Company do you Represent?  
(Vendor/Carrier/Licensee Name)

★ What Time Frame Would You Expect to Start?

22. Enter the date that you will need access to the MIPS system in the “What Time Frame Would You Expect to Start?” field.

**Access Type**

A Product/Inventory Rep is able to submit Products for Consideration, update existing Product Specifications, add/update Discounts, and view Inventory Levels.  
A Delivery Scheduling Rep is able to submit orders for inventory to be delivered to the ABC.  
A Licensee Ordering Rep is able to submit orders to be picked up at an ABC store.

★ Access Type Requested **Product/Inventory Rep**  
Delivery Scheduling Rep  
Licensee Ordering Rep

★ What Company do you Represent?  
(Vendor/Carrier/Licensee Name)

★ What Time Frame Would You Expect to Start?

23. Scroll back to the top of the page and click the “Submit” button located in the upper right-hand corner of the page.

**ABC**  
www.abc.virginia.gov

My Account | Logout | Support

Home

**MIPS Access Request**

★ Denotes a required field

**Enter Contact Information**

Name Prefix **Select One**

★ First Name John

Middle Name

★ Last Name Smith

★ Email Address johnsmith@gmail.com

★ Phone Number 123-555-9876 ext. (e.g., 555-555-5555)

Fax Number ext. (e.g., 555-555-5555)

Address 1

Address 2

City

State **Select One**

Zip -

**Submit**

24. You will see the message “The Access Request has been successfully submitted.” appear at the top of the screen.

The screenshot shows a web browser window displaying the MIPS Access Request page. At the top, there is a blue header with the ABC logo and the URL www.abc.virginia.gov. To the right of the header are links for "My Account", "Logout", and "Support". Below the header, a "Home" button is visible. A red circle highlights a message at the top of the page that reads: "MIPS Access Request" followed by "The Access Request has been successfully submitted." Below this message, the main content area is titled "Enter Contact Information". It contains several form fields: "Name Prefix" (a dropdown menu), "First Name" (text box with "John"), "Middle Name" (text box), "Last Name" (text box with "Smith"), "Email Address" (text box with "hallee.yeager@abc.virginia.gov"), "Phone Number" (text box with "123-555-9876" and an extension box), "Fax Number" (text box and extension box), "Address 1" (text box), "Address 2" (text box), "City" (text box), "State" (dropdown menu), and "Zip" (text box with a hyphen). At the bottom left of the form area, there is a label "Access Type".

25. Close the Internet Explorer window. You will not be able to do anything in the MIPS application until your access request has been approved or denied.

*\*You will have to wait until request is approved or denied by Virginia ABC. Expected time for decision is approximately 1 business day.*

# Submitting a Product for Consideration

**Task Description:** Now that you have setup your Account Central account and had your MIPS access request approved, you can now enter your product's information so that it can be considered by the Product Management Committee for listing in Virginia ABC's Special Order Catalog or sold in Virginia ABC retail stores.

This same process is undertaken for size extensions as well as introduction of new products. Once a product has proven itself to be successful, a request can be submitted to sell more sizes of the product in Virginia ABC retail stores. A product must be meeting the criteria in 95% of the stores it is "attached to" in order for a new size request to be approved.

*\*If a product is "attached" to a store it means that it is currently sold in the store and the product will be automatically replenished by the Virginia ABC Bailment Warehouse.*

1. Once you have received an email notification that your MIPS Access Request has been approved, then open Internet Explorer on your computer.
2. Enter the following address into your Navigation bar:  
<https://gin.abc.virginia.gov/mips/index.html>
3. Enter your Login ID and password.



The screenshot shows the login interface for Account Central. At the top is a blue banner with the Virginia ABC logo and the website address. Below this is a white rectangular box with a red title 'Login to Account Central'. Inside this box are two text input fields: 'Login ID' and 'Password'. Below the 'Password' field is a button labeled 'Login'.

4. Click the "Login" button.
5. The first time that you login to the MIPS application you will be automatically directed to the MIPS Application Terms and Conditions screen.

*\*When you login in at any subsequent time, you will no longer see this screen, but will be taken directly to the MIPS Welcome page.*

The screenshot shows a web browser window with the ABC logo and URL [www.abc.virginia.gov](http://www.abc.virginia.gov) in the header. Navigation links for "My Account", "Logout", and "Support" are in the top right. A "Home" button is also present. The main heading is "Terms and Conditions". The text explains the policy for using the ABC MIPS application, stating that personal information is collected only when necessary for service. It lists three items collected: voluntarily submitted information, cookies, and IP addresses for statistical reporting. It references Virginia law and the Virginia Privacy Protection Act of 1976. It mentions links to other web sites and a choice to provide optional information. A customer comment section provides the email [webmaster@abc.virginia.gov](mailto:webmaster@abc.virginia.gov). At the bottom are "Accept" and "Decline" buttons.

**Terms and Conditions**

Terms and Conditions for using ABC MIPS application.

"It is the policy of the Commonwealth of Virginia that personal information about citizens will be collected only to the extent necessary to provide the service or benefit desired; that only appropriate information will be collected; that the citizen shall understand the reason the information is collected and be able to examine their personal record which is maintained by a public body."

**This Web site:**

1. Collects no personal information, except where information is voluntarily submitted to web forms on this Web site.
2. Does not place a "cookie" on your computer.
3. For each visitor, we collect the Internet Protocol (IP) address, type of browser used, the date and time of the visit, and the IP addresses of the locations that the visitor linked during his or her visit to our Web site. This information is strictly used for statistical reporting purposes.

**Virginia law:**

We protect our records in accordance with our obligations as defined by applicable Virginia statutes, including, but not limited to, the "Virginia Privacy Protection Act of 1976", the "Virginia Freedom of Information Act", and by any applicable U.S. federal laws.

**Links to other Web sites:**

Our Web site may contain links to other public or private entities' Web sites, whose privacy practices we do not control.

**Choice to provide information:**

There is no legal requirement for you to provide any information at our Web site. However, failure to provide optional information will mean that the particular feature or service associated with that part of the Web page will not be available to you.

**Customer comments:**

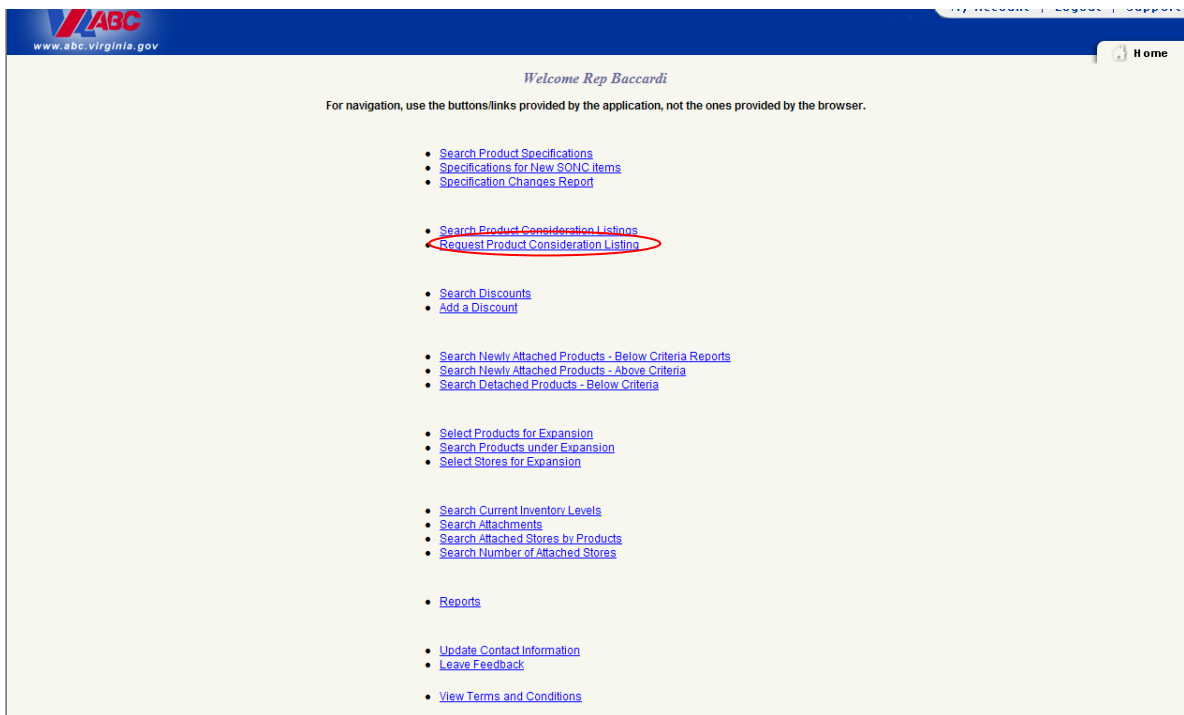
If you have questions about this privacy statement or the practices of this Web site, please contact us at: [webmaster@abc.virginia.gov](mailto:webmaster@abc.virginia.gov).

6. Read the Terms and Conditions.

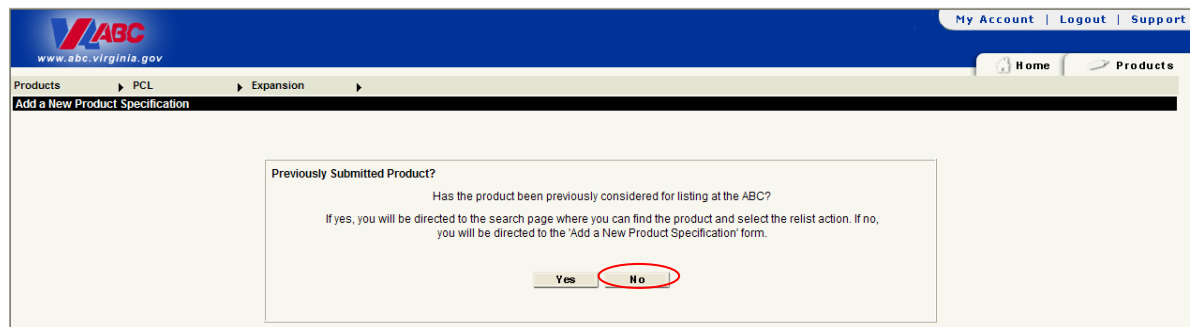
- a. If you agree to the terms and conditions, then click the "Accept" button.
- b. If you do not agree to the terms and conditions, then click the "Decline" button

*\*If you decline the terms and conditions you will not be able to submit Product Information for Listing consideration.*

7. Click on "Request Product Consideration Listing" link.



8. If the product has not been previously submitted to Virginia ABC for consideration, then click the “No” button.



- a. Enter the product’s state code in the “State Code” field.
- \*The code entered must be six digits. If the state code is “1234,” then add two leading zeroes so that the state code entered into the field is “001234.”*
- i. If you do not know the state code for your product, then click the “Click here if not known” checkbox located to the right of the “State Code” field.

www.abc.virginia.gov

My Account | Logout | Support

Home Products

Products > PCL > Expansion >

New Product Consideration Item - Initial Page

Cancel Submit

\* Denotes a required field for the Pending status

\* Effective Date: 11-01-2012

\* Status: Draft

\* State Code:  Click here if not known ☐

To add a New Brand or Label, select "\*\*\*ADD NEW" from the bottom of the relevant list.

\* Family Brand:

\* Label:

\* Pricing Group:

All pricing groups except for Non-Alcoholic mixers require metric units.

\* Size:  ML

\* Vendor:

Please indicate what form you want to complete next.

\* Proceed to ☐ Product Specification ☐ New Item Summary

Link Navigation  
Perform New Search

- b. Select the product's brand name from the drop-down list in the "Family Brand" field.

www.abc.virginia.gov

My Account | Logout | Support

Home Products

Products > PCL > Expansion >

New Product Consideration Item - Initial Page

Cancel Submit

\* Denotes a required field for the Pending status

\* Effective Date: 11-01-2012

\* Status: Draft

\* State Code:  Click here if not known ☐

To add a New Brand or Label, select "\*\*\*ADD NEW" from the bottom of the relevant list.

\* Family Brand:

\* Label:

\* Pricing Group:

All pricing groups except for Non-Alcoholic mixers require metric units.

\* Size:  ML

\* Vendor:

Please indicate what form you want to complete next.

\* Proceed to ☐ Product Specification ☐ New Item Summary

Link Navigation  
Perform New Search

- i. If you do not see the brand name listed in the drop-down list in the "Family Brand" field, then select "ADD NEW BRAND" which can be found at the bottom of the list.
  1. Enter the product's label name in the field that appears to the right of the "Family Brand" drop-down list.

*\*Please do not enter the product's label name in all caps.*

www.abc.virginia.gov

My Account | Logout | Support

Home Products

Products > PCL > Expansion

New Product Consideration Item - Initial Page

Cancel Submit

\* Denotes a required field for the Pending status

\* Effective Date: 11-01-2012

\* Status: Draft

\* State Code  Click here if not known ☐

To add a New Brand or Label, select "\*\*\*ADD NEW" from the bottom of the relevant list.

\* Family Brand \*\*\*ADD NEW BRAND:

\* Label \*\*\*ADD NEW LABEL:

\* Pricing Group Select One

All pricing groups except for Non-Alcoholic mixers require metric units.

\* Size  ML

\* Vendor Select One

Please indicate what form you want to complete next.

\* Proceed to ☐ Product Specification ☐ New Item Summary

Link Navigation  
Perform New Search

c. Select the product's label name from the drop-down list in the "Label" field.

www.abc.virginia.gov

My Account | Logout | Support

Home Products

Products > PCL > Expansion

New Product Consideration Item - Initial Page

Cancel Submit

\* Denotes a required field for the Pending status

\* Effective Date: 11-01-2012

\* Status: Draft

\* State Code  Click here if not known ☐

To add a New Brand or Label, select "\*\*\*ADD NEW" from the bottom of the relevant list.

\* Family Brand Select One

\* Label Select One

\* Pricing Group Select One

All pricing groups except for Non-Alcoholic mixers require metric units.

\* Size  ML

\* Vendor Select One

Please indicate what form you want to complete next.

\* Proceed to ☐ Product Specification ☐ New Item Summary

Link Navigation  
Perform New Search

i. If you do not see the label name listed in the drop-down list in the "Label" field, then select "ADD NEW LABEL" which can be found at the bottom of the list.

1. Enter the product's label name in the field that appears to the right of the "Label" drop-down list.

*\*Please do not enter the product's label name in all caps.*



www.abc.virginia.gov

My Account | Logout | Support

Home | Products

Products > PCL > Expansion

New Product Consideration Item - Initial Page

Cancel Submit

\* Denotes a required field for the Pending status

\* Effective Date: 11-01-2012

\* Status: Draft

\* State Code  Click here if not known ☐

To add a New Brand or Label, select "\*\*\*ADD NEW" from the bottom of the relevant list.

\* Family Brand: \*\*\*ADD NEW BRAND:

\* Label: \*\*\*ADD NEW LABEL:

\* Pricing Group: Select One

All pricing groups except for Non-Alcoholic mixers require metric units.

\* Size:  ML

\* Vendor: Select One

Please indicate what form you want to complete next.

\* Proceed to ☐ Product Specification ☐ New Item Summary

Link Navigation  
Perform New Search

- d. Select the appropriate pricing group for the product from the drop-down list in the "Pricing Group" field.

www.abc.virginia.gov

My Account | Logout | Support

Home | Products

Products > PCL > Expansion

New Product Consideration Item - Initial Page

Cancel Submit

\* Denotes a required field for the Pending status

\* Effective Date: 11-01-2012

\* Status: Draft

\* State Code  Click here if not known ☐

To add a New Brand or Label, select "\*\*\*ADD NEW" from the bottom of the relevant list.

\* Family Brand: Select One

\* Label: Select One

\* Pricing Group: Select One

All pricing groups except for Non-Alcoholic mixers require metric units.

\* Size:  ML

\* Vendor: Select One

Please indicate what form you want to complete next.

\* Proceed to ☐ Product Specification ☐ New Item Summary

Link Navigation  
Perform New Search

- e. Enter the product's bottle size in the "Size" field.

*\*Be sure to select the correct corresponding size denomination from the drop-down menu in the "Size" field.*

[My Account](#) | [Logout](#) | [Support](#)  
[Home](#) | [Products](#)

Products > PCL > Expansion > New Product Consideration Item - Initial Page

\* Denotes a required field for the Pending status

\* Effective Date: 11-01-2012  
 \* Status: Draft  
 \* State Code:  Click here if not known ☐  
 To add a New Brand or Label, select "\*\*\*ADD NEW" from the bottom of the relevant list.  
 \* Family Brand:  Select One  
 \* Label:  Select One  
 \* Pricing Group:  Select One  
 All pricing groups except for Non-Alcoholic mixers require metric units.  
 \* Size:  ML  
 \* Vendor:  Select One

Please indicate what form you want to complete next.  
 \* Proceed to: ☐ Product Specification ☐ New Item Summary

Link Navigation  
[Perform New Search](#)

Cancel Submit

- f. Select the appropriate vendor name from the drop-down menu in the “Vendor” field.

[My Account](#) | [Logout](#) | [Support](#)  
[Home](#) | [Products](#)

Products > PCL > Expansion > New Product Consideration Item - Initial Page

\* Denotes a required field for the Pending status

\* Effective Date: 11-01-2012  
 \* Status: Draft  
 \* State Code:  Click here if not known ☐  
 To add a New Brand or Label, select "\*\*\*ADD NEW" from the bottom of the relevant list.  
 \* Family Brand:  Select One  
 \* Label:  Select One  
 \* Pricing Group:  Select One  
 All pricing groups except for Non-Alcoholic mixers require metric units.  
 \* Size:  ML  
 \* Vendor:  Select One

Please indicate what form you want to complete next.  
 \* Proceed to: ☐ Product Specification ☐ New Item Summary

Link Navigation  
[Perform New Search](#)

Cancel Submit

- g. Select “New Item Summary” for the “Proceed to” field.

www.abc.virginia.gov

My Account | Logout | Support

Home Products

Products > PCL > Expansion >

New Product Consideration Item - Initial Page

Cancel Submit

\* Denotes a required field for the Pending status

\* Effective Date: 11-01-2012

\* Status: Draft

\* State Code  Click here if not known ☐

To add a New Brand or Label, select "\*\*\*ADD NEW" from the bottom of the relevant list.

\* Family Brand

\* Label

\* Pricing Group

All pricing groups except for Non-Alcoholic mixers require metric units.

\* Size  ML

\* Vendor

Please indicate what form you want to complete next.

\* Proceed to ☐ Product Specification ☒ New Item Summary

Link Navigation  
Perform New Search

h. Click the "Submit" button located in the upper right-hand corner of the screen.

www.abc.virginia.gov

My Account | Logout | Support

Home Products

Products > PCL > Expansion >

New Product Consideration Item - Initial Page

Cancel Submit

\* Denotes a required field for the Pending status

\* Effective Date: 11-01-2012

\* Status: Draft

\* State Code  Click here if not known ☒

To add a New Brand or Label, select "\*\*\*ADD NEW" from the bottom of the relevant list.

\* Family Brand

\* Label

\* Pricing Group

All pricing groups except for Non-Alcoholic mixers require metric units.

\* Size  ML

\* Vendor

Please indicate what form you want to complete next.

\* Proceed to ☐ Product Specification ☒ New Item Summary

Link Navigation  
Perform New Search

i. Select a reason for submission from the drop-down menu in the "Reason for Submission" field.

ABC  
www.abc.virginia.gov

Account Central | Logout | Support

MIPS Products

Products > Specifications > PCL > Expansion > CM > Reports

New Product Information Summary

Cancel Submit

★ Denotes a required field

Initial Page of the New Product Consideration Item has been successfully added.  
Listing Period: 11-01-2012

<b>General Information</b> Product Code: Not Available Family Brand: 02 Sparkling Vodka Label Name: 02 Sparkling Premium Vodka Bottle Size: 750.0ML Proof (%): Not Available Retail Price (\$): Not Available Company Name: 059 - 21ST CENTURY SPIRITS	<b>Hierarchy</b> Division: Not Available Class: Not Available Category: Not Available Type: Not Available Sub-Type: Not Available Detail: Not Available
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Link Navigation

- [Update Initial Information](#)
- [Update Reps Assigned To Product](#)
- [Update Product Specification](#)
- [Perform a New Search](#)

★ Reason for submission: Select One Allocation (Cases)

★ Why does the Virginia market need this product?

★ Describe the packaging appeal, price appeal and unique aspects of this product.

★ This item appeals to what market segment?

★ Describe planned promotional/advertising campaign.

★ Estimated 12 month Virginia advertising expenditure. (\$)  Click here if not known ☐

★ Sales projections for the Virginia market.(Cases) 6 month:  12 month:

Priority is a number between 0 and 30. A Lower number means a higher priority.

★ Vendor Priority

- j. If there is a product allocation for the state of Virginia, then enter it in the “Allocation (Cases)” field.

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MIPS Products

Products > Specifications > PCL > Expansion > CM > Reports

New Product Information Summary

Cancel Submit

★ Denotes a required field

Initial Page of the New Product Consideration Item has been successfully added.  
Listing Period: 11-01-2012

<b>General Information</b> Product Code: Not Available Family Brand: 02 Sparkling Vodka Label Name: 02 Sparkling Premium Vodka Bottle Size: 750.0ML Proof (%): Not Available Retail Price (\$): Not Available Company Name: 059 - 21ST CENTURY SPIRITS	<b>Hierarchy</b> Division: Not Available Class: Not Available Category: Not Available Type: Not Available Sub-Type: Not Available Detail: Not Available
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Link Navigation

- [Update Initial Information](#)
- [Update Reps Assigned To Product](#)
- [Update Product Specification](#)
- [Perform a New Search](#)

★ Reason for submission: Select One Allocation (Cases)

★ Why does the Virginia market need this product?

★ Describe the packaging appeal, price appeal and unique aspects of this product.

★ This item appeals to what market segment?

★ Describe planned promotional/advertising campaign.

★ Estimated 12 month Virginia advertising expenditure. (\$)  Click here if not known ☐

★ Sales projections for the Virginia market.(Cases) 6 month:  12 month:

Priority is a number between 0 and 30. A Lower number means a higher priority.

★ Vendor Priority

- k. Enter an explanation for why the product should be sold in Virginia in the “Why does the Virginia market need this product?” field.

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MIPS Products

Products > Specifications > PCL > Expansion > CM > Reports

New Product Information Summary

Cancel Submit

★ Denotes a required field

Initial Page of the New Product Consideration Item has been successfully added.  
Listing Period: 11-01-2012

General Information	Hierarchy
Product Code: Not Available	Division: Not Available
Family Brand: 02 Sparkling Vodka	Class: Not Available
Label Name: 02 Sparkling Premium Vodka	Category: Not Available
Bottle Size: 750.0ML	Type: Not Available
Proof (%): Not Available	Sub-Type: Not Available
Retail Price (\$): Not Available	Detail: Not Available
Company Name: 059 - 21ST CENTURY SPIRITS	

★ Reason for submission: Select One Allocation (Cases)

★ Why does the Virginia market need this product?

★ Describe the packaging appeal, price appeal and unique aspects of this product.

★ This item appeals to what market segment?

★ Describe planned promotional/advertising campaign.

★ Estimated 12 month Virginia advertising expenditure (\$)  Click here if not known ☐

★ Sales projections for the Virginia market (Cases) 6 month:  12 month:

Priority is a number between 0 and 30. A Lower number means a higher priority.

★ Vendor Priority

Link Navigation

- [Update Initial Information](#)
- [Update Reps Assigned To Product](#)
- [Update Product Specification](#)
- [Perform a New Search](#)

1. Enter a description of the packaging, pricing and unique aspects of the product in the “Describe the packaging appeal, price appeal and unique aspects of this product” field.

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MIPS Products

Products > Specifications > PCL > Expansion > CM > Reports

New Product Information Summary

Cancel Submit

★ Denotes a required field

Initial Page of the New Product Consideration Item has been successfully added.  
Listing Period: 11-01-2012

General Information	Hierarchy
Product Code: Not Available	Division: Not Available
Family Brand: 02 Sparkling Vodka	Class: Not Available
Label Name: 02 Sparkling Premium Vodka	Category: Not Available
Bottle Size: 750.0ML	Type: Not Available
Proof (%): Not Available	Sub-Type: Not Available
Retail Price (\$): Not Available	Detail: Not Available
Company Name: 059 - 21ST CENTURY SPIRITS	

★ Reason for submission: Select One Allocation (Cases)

★ Why does the Virginia market need this product?

★ Describe the packaging appeal, price appeal and unique aspects of this product.

★ This item appeals to what market segment?

★ Describe planned promotional/advertising campaign.

★ Estimated 12 month Virginia advertising expenditure (\$)  Click here if not known ☐

★ Sales projections for the Virginia market (Cases) 6 month:  12 month:

Priority is a number between 0 and 30. A Lower number means a higher priority.

★ Vendor Priority

Link Navigation

- [Update Initial Information](#)
- [Update Reps Assigned To Product](#)
- [Update Product Specification](#)
- [Perform a New Search](#)

- m. Describe which market segment the product appeals to in the “This item appeals to what market segment?” field.

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MIPS Products

Products > Specifications > PCL > Expansion > CM > Reports

**New Product Information Summary** Cancel Submit

★ Denotes a required field

Initial Page of the New Product Consideration Item has been successfully added.  
Listing Period: 11-01-2012

<b>General Information</b> Product Code: Not Available Family Brand: 02 Sparkling Vodka Label Name: 02 Sparkling Premium Vodka Bottle Size: 750.0ML Proof (%): Not Available Retail Price (\$): Not Available Company Name: 059 - 21ST CENTURY SPIRITS	<b>Hierarchy</b> Division: Not Available Class: Not Available Category: Not Available Type: Not Available Sub-Type: Not Available Detail: Not Available	<b>Link Navigation</b> <a href="#">Update Initial Information</a> <a href="#">Update Reps Assigned To Product</a> <a href="#">Update Product Specification</a> <a href="#">Perform a New Search</a>
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★ Reason for submission: Select One Allocation (Cases)

★ Why does the Virginia market need this product?

★ Describe the packaging appeal, price appeal and unique aspects of this product.

★ This item appeals to what market segment?

★ Describe planned promotional/advertising campaign.

★ Estimated 12 month Virginia advertising expenditure (\$)  Click here if not known ☐

★ Sales projections for the Virginia market (Cases) 6 month:  12 month:

Priority is a number between 0 and 30. A Lower number means a higher priority.

★ Vendor Priority

- n. Enter the description of any planned promotions or advertising in the “Describe planned promotions/advertising campaign” field.

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MIPS Products

Products > Specifications > PCL > Expansion > CM > Reports

**New Product Information Summary** Cancel Submit

★ Denotes a required field

Initial Page of the New Product Consideration Item has been successfully added.  
Listing Period: 11-01-2012

<b>General Information</b> Product Code: Not Available Family Brand: 02 Sparkling Vodka Label Name: 02 Sparkling Premium Vodka Bottle Size: 750.0ML Proof (%): Not Available Retail Price (\$): Not Available Company Name: 059 - 21ST CENTURY SPIRITS	<b>Hierarchy</b> Division: Not Available Class: Not Available Category: Not Available Type: Not Available Sub-Type: Not Available Detail: Not Available	<b>Link Navigation</b> <a href="#">Update Initial Information</a> <a href="#">Update Reps Assigned To Product</a> <a href="#">Update Product Specification</a> <a href="#">Perform a New Search</a>
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★ Reason for submission: Select One Allocation (Cases)

★ Why does the Virginia market need this product?

★ Describe the packaging appeal, price appeal and unique aspects of this product.

★ This item appeals to what market segment?

★ Describe planned promotional/advertising campaign.

★ Estimated 12 month Virginia advertising expenditure (\$)  Click here if not known ☐

★ Sales projections for the Virginia market (Cases) 6 month:  12 month:

Priority is a number between 0 and 30. A Lower number means a higher priority.

★ Vendor Priority

- o. Enter the estimated amount of money to be spent on advertising in Virginia in the “Estimated 12 month Virginia advertising expenditure(\$)” field.

- i. If the amount is not known, then check the “Click here if not known” checkbox located to the right of the “Estimated 12 month Virginia advertising expenditure (\$)” field.

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Products | Specifications | PCL | Expansion | CM | Reports

**New Product Information Summary**

Cancel Submit

★ Denotes a required field

Initial Page of the New Product Consideration Item has been successfully added.  
Listing Period: 11-01-2012

General Information	Hierarchy
Product Code: Not Available	Division: Not Available
Family Brand: 02 Sparkling Vodka	Class: Not Available
Label Name: 02 Sparkling Premium Vodka	Category: Not Available
Bottle Size: 750.0ML	Type: Not Available
Proof (%): Not Available	Sub-Type: Not Available
Retail Price (\$): Not Available	Detail: Not Available
Company Name: 059 - 21ST CENTURY SPIRITS	

Link Navigation

- [Update Initial Information](#)
- [Update Reps Assigned To Product](#)
- [Update Product Specification](#)
- [Perform a New Search](#)

★ Reason for submission: Select One Allocation (Cases)

★ Why does the Virginia market need this product?

★ Describe the packaging appeal, price appeal and unique aspects of this product.

★ This item appeals to what market segment?

★ Describe planned promotional/advertising campaign.

★ Estimated 12 month Virginia advertising expenditure (\$)  Click here if not known ☐

★ Sales projections for the Virginia market (Cases) 6 month:  12 month:

Priority is a number between 0 and 30. A Lower number means a higher priority.

★ Vendor Priority

- p. Enter the six month and 12 month sales projections in the respective field for the “Sales projections for the Virginia market (Cases) field.”

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Products | Specifications | PCL | Expansion | CM | Reports

**New Product Information Summary**

Cancel Submit

★ Denotes a required field

Initial Page of the New Product Consideration Item has been successfully added.  
Listing Period: 11-01-2012

General Information	Hierarchy
Product Code: Not Available	Division: Not Available
Family Brand: 02 Sparkling Vodka	Class: Not Available
Label Name: 02 Sparkling Premium Vodka	Category: Not Available
Bottle Size: 750.0ML	Type: Not Available
Proof (%): Not Available	Sub-Type: Not Available
Retail Price (\$): Not Available	Detail: Not Available
Company Name: 059 - 21ST CENTURY SPIRITS	

Link Navigation

- [Update Initial Information](#)
- [Update Reps Assigned To Product](#)
- [Update Product Specification](#)
- [Perform a New Search](#)

★ Reason for submission: Select One Allocation (Cases)

★ Why does the Virginia market need this product?

★ Describe the packaging appeal, price appeal and unique aspects of this product.

★ This item appeals to what market segment?

★ Describe planned promotional/advertising campaign.

★ Estimated 12 month Virginia advertising expenditure (\$)  Click here if not known ☐

★ Sales projections for the Virginia market (Cases) 6 month:  12 month:

Priority is a number between 0 and 30. A Lower number means a higher priority.

★ Vendor Priority

- q. Enter the priority on getting this product listed in relation to any other products being submitted for consideration at the same time in the “Vendor Priority” field.

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Products Specifications PCL Expansion CM Reports

**New Product Information Summary** Cancel Submit

★ Denotes a required field

Initial Page of the New Product Consideration Item has been successfully added.  
Listing Period: 11-01-2012

<b>General Information</b> Product Code: Not Available Family Brand: 02 Sparkling Vodka Label Name: 02 Sparkling Premium Vodka Bottle Size: 750.0ML Proof (%): Not Available Retail Price (\$): Not Available Company Name: 059 - 21ST CENTURY SPIRITS	<b>Hierarchy</b> Division: Not Available Class: Not Available Category: Not Available Type: Not Available Sub-Type: Not Available Detail: Not Available	<b>Link Navigation</b> <a href="#">Update Initial Information</a> <a href="#">Update Reps Assigned To Product</a> <a href="#">Update Product Specification</a> <a href="#">Perform a New Search</a>
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★ Reason for submission: Select One Allocation (Cases)

★ Why does the Virginia market need this product?

★ Describe the packaging appeal, price appeal and unique aspects of this product.

★ This item appeals to what market segment?

★ Describe planned promotional/advertising campaign.

★ Estimated 12 month Virginia advertising expenditure. (\$)  Click here if not known ☐

★ Sales projections for the Virginia market (Cases) 6 month:  12 month:

Priority is a number between 0 and 30. A lower number means a higher priority.

★ Vendor Priority

- r. If there are similar products currently for sale in Virginia, then enter the product information for each similar product.
- i. If you wish to clear the information you entered in a row, then click the “Clear” button (curved arrow icon) located on the right-hand side of each row in the “Action” section.

★ Sales of Similar Items Listed in Virginia

☐ No similar products listed in Virginia.

Product Name	Retail Price (\$)	Case Sales	Time Period	Action
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/> years <input type="text"/> months	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/> years <input type="text"/> months	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/> years <input type="text"/> months	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/> years <input type="text"/> months	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/> years <input type="text"/> months	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/> years <input type="text"/> months	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/> years <input type="text"/> months	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/> years <input type="text"/> months	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/> years <input type="text"/> months	<input type="text"/>

- s. If there are not any similar products currently for sale in Virginia, then check the “No similar products listed in Virginia” checkbox located at the top of the “Sales of Similar Products in Virginia” section.



★ Sales of Similar Items Listed In Virginia

☐ No similar products listed in Virginia.

Product name	Retail Price (\$)	Case Sales	Time Period	Action
			years months	
			years months	
			years months	
			years months	
			years months	
			years months	
			years months	
			years months	
			years months	
			years months	

- t. If the product is currently for sale in other states, then enter the sales information for each relevant state.

★ Sales of This Product In Adjacent and Other States

☐ No sales in other states.

Location	Case Sales	Time Period	Action
DISTRICT OF COLUMBIA		years months	
MARYLAND		years months	
NORTH CAROLINA		years months	
PENNSYLVANIA		years months	
WEST VIRGINIA		years months	
Select One		years months	
Select One		years months	
Select One		years months	
Select One		years months	
Select One		years months	

Cancel Submit

- u. If the product is not currently for sale in any other states, then check the “No Sales in other states” checkbox located at the top of the “Sales of This Product in Adjacent and Other States” section.

★ Sales of This Product In Adjacent and Other States

☐ No sales in other states.

Location	Case Sales	Time Period	Action
DISTRICT OF COLUMBIA		years months	
MARYLAND		years months	
NORTH CAROLINA		years months	
PENNSYLVANIA		years months	
WEST VIRGINIA		years months	
Select One		years months	
Select One		years months	
Select One		years months	
Select One		years months	
Select One		years months	

Cancel Submit

- v. Click the “Submit” button located in the bottom right-hand corner of the screen.

★ Sales of This Product In Adjacent and Other States

☐ No sales in other states.

Location	Case Sales	Time Period	Action
DISTRICT OF COLUMBIA	<input type="text"/>	<input type="text"/> years <input type="text"/> months	
MARYLAND	<input type="text"/>	<input type="text"/> years <input type="text"/> months	
NORTH CAROLINA	<input type="text"/>	<input type="text"/> years <input type="text"/> months	
PENNSYLVANIA	<input type="text"/>	<input type="text"/> years <input type="text"/> months	
WEST VIRGINIA	<input type="text"/>	<input type="text"/> years <input type="text"/> months	
Select One	<input type="text"/>	<input type="text"/> years <input type="text"/> months	
Select One	<input type="text"/>	<input type="text"/> years <input type="text"/> months	
Select One	<input type="text"/>	<input type="text"/> years <input type="text"/> months	
Select One	<input type="text"/>	<input type="text"/> years <input type="text"/> months	
Select One	<input type="text"/>	<input type="text"/> years <input type="text"/> months	

Cancel Submit

- w. Click “Update Product Specification” link located in the “Link Navigation” box on the right-hand side of the screen.

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MIPS Products

Products Specifications PCL Expansion CM Reports

View New Product Specification Form

The New Product Information Summary has been successfully added.

<p>Effective Date: 11-01-2012</p> <p>NABCA Prefix: Not Available</p> <p>State Code: Not Available</p> <p>NABCA Suffix: Not Available</p> <p>Family Brand: 02 Sparkling Vodka</p> <p>Label: 02 Sparkling Premium Vodka</p> <p>Status: Draft</p> <p>Size: 750.0ML</p> <p>Unit Pack (BPC): Not Available</p> <p>U.S. Freight (\$/cs): Not Available</p> <p>Net Cost FOB Ship Point (\$/cs): Not Available</p> <p>Bottles Per Sleeve: 0</p> <p>Ocean Freight (\$/cs): 0.00</p> <p>Marine Insurance (\$/cs): 0.00</p> <p>Other Charges/Bailment (\$/cs): 0.00</p> <p>Total Invoice Cost (\$/cs): Not Available</p> <p>Cost Per Selling Unit (\$): Not Available</p> <p>Retail Bottle Price (\$): Not Available</p> <p>Buying Group: Not Available</p> <p>Pricing Group: Spirits</p> <p>Price List Classification: Not Available</p> <p>Hierarchy</p> <p>Division: Not Available</p> <p>Class: Not Available</p> <p>Category: Not Available</p> <p>Type: Not Available</p> <p>Sub-Type: Not Available</p> <p>Detail: Not Available</p>	<p>Vendor: 059 - 21ST CENTURY SPIRITS</p> <p>Age/Vintage (yrs): Not Available</p> <p>Proof/Alcohol (%): Not Available</p> <p>UPC: Not Available</p> <p>SCC: Not Available</p> <p>Cases Per Pallet: Not Available</p> <p>Cases Per Layer: Not Available</p> <p>Case Weight (lbs): Not Available</p> <p>Case Dimensions (in): Not Available</p> <p>Bottle Dimensions (in): Not Available</p> <p>Plan: Not Available</p> <p>Formula: Not Available</p> <p>Inbond?: Not Available</p> <p>Sold Under Any Other Label?: Not Available</p> <p>Shipping Point: Not Available</p> <p>FOB Point: Not Available</p> <p>Distilled By: Not Available</p> <p>Bottled By: Not Available</p> <p>Frt. Per CWT: Not Available</p> <p>If unsaleable: Not Available</p> <p>Limited listing period?: Not Available</p>	<p>Link Navigation</p> <p><a href="#">View Product Info Summary</a></p> <p><a href="#">Update Initial Information</a></p> <p><a href="#">Update Product Specification</a></p> <p><a href="#">Perform New Search</a></p>
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- x. If you know your state code, then select the corresponding NABCA prefix for state code from the drop-down menu in the “NABCA Prefix” field.
- i. If you checked the checkbox indicating that you do not know your state code, then you will skip this step.

★ Denotes a required field for the Pending status

Initial Page of the New Product Consideration Item has been successfully added.

Only Products that have a status of Pending will be considered for listing.

★ Effective Date: 11-01-2012

★ Status: Draft

NABCA Prefix: Select One

★ State Code:  Click here if not known ☐

NABCA Suffix: Select One

To add a New Brand or Label, select "\*\*\*\*ADD NEW" from the bottom of the relevant list.

★ Family Brand: (R)1

★ Label: (R)1

★ Vendor: BACARDI USA, INC - 035

Age/Vintage (yrs):

★ Proof/Alcohol (%):

★ Pricing Group: Grain Alcohol

All pricing groups except for Non-Alcoholic mixers require metric units.

★ Size: 50.00 ML

Link Navigation

[Update Initial Information](#)

[Update Product Info Summary](#)

[Update Specification Form Page 2](#)

[Perform New Search](#)

- y. If you know your state code, then select the corresponding NABCA suffix for state code from the drop-down menu in the “NABCA Suffix” field.
- i. If you checked the checkbox indicating that you do not know your state code, then you will skip this step.

★ Denotes a required field for the Pending status

Initial Page of the New Product Consideration Item has been successfully added.

Only Products that have a status of Pending will be considered for listing.

★ Effective Date: 11-01-2012

★ Status: Draft

NABCA Prefix: Select One

★ State Code:  Click here if not known ☐

NABCA Suffix: Select One

To add a New Brand or Label, select "\*\*\*\*ADD NEW" from the bottom of the relevant list.

★ Family Brand: (R)1

★ Label: (R)1

★ Vendor: BACARDI USA, INC - 035

Age/Vintage (yrs):

★ Proof/Alcohol (%):

★ Pricing Group: Grain Alcohol

All pricing groups except for Non-Alcoholic mixers require metric units.

★ Size: 50.00 ML

Link Navigation

[Update Initial Information](#)

[Update Product Info Summary](#)

[Update Specification Form Page 2](#)

[Perform New Search](#)

- z. Enter the product’s proof or percent alcohol in the “Proof/Alcohol(%)” field.
- \*All other required fields in this section should be pre-populated.*

★ Denotes a required field for the Pending status

Only Products that have a status of Pending will be considered for listing.

★ Effective Date: 11-01-2012

★ Status: Draft

NABCA Prefix: Select One

★ State Code: Click here if not known

NABCA Suffix: Select One

To add a New Brand or Label, select "\*\*\*ADD NEW" from the bottom of the relevant list.

★ Family Brand: 02 Sparking Vodka

★ Label: 02 Sparking Premium Vodka

★ Vendor: 21ST CENTURY SPIRITS - 059

Age/Vintage (yrs):

★ Proof/Alcohol (%):

★ Pricing Group: Spirits

All pricing groups except for Non-Alcoholic mixers require metric units.

★ Size: 750.00 ML

**Link Navigation**

- [Update Initial Information](#)
- [Update Reps Assigned To Product](#)
- [Update Product Info Summary](#)
- [Update Specification Form Page 2](#)
- [Return to Search Results](#)
- [Perform New Search](#)

aa. Enter the number of bottles per case in the “Unit Pack (BPC)” field.

If you change either the Size, Proof, Unit Pack, U.S. Freight, Net Cost, FOB Ship Point, or Buying Group, please make sure to press the Calculate button.

★ Unit Pack (BPC):

★ U.S. Freight (\$/cs):

★ Net Cost FOB Ship Point (\$/cs):

Bottles Per Sleeve: 0

Ocean Freight (\$/cs): 0.00

Marine Insurance (\$/cs): 0.00

Other Charges/Bailment (\$/cs): 0.00

★ Buying Group: Select One

Once you have completed the required pricing information, press the calculate button to calculate the values below. NOTE: The calculated Retail Bottle Price is subject to review by VABC.

**Calculate**

Total Invoice Cost (\$/cs):

Cost Per Selling Unit (\$):

Retail Bottle Price (\$):

bb. Enter the cost of shipping per case in the “U.S. Freight (\$/cs)” field.

*\*This is essentially the delivery fee for the case.*

If you change either the Size, Proof, Unit Pack, U.S. Freight, Net Cost, FOB Ship Point, or Buying Group, please make sure to press the Calculate button.

★ Unit Pack (BPC):

★ U.S. Freight (\$/cs):

★ Net Cost FOB Ship Point (\$/cs):

Bottles Per Sleeve: 0

Ocean Freight (\$/cs): 0.00

Marine Insurance (\$/cs): 0.00

Other Charges/Bailment (\$/cs): 0.00

★ Buying Group: Select One

Once you have completed the required pricing information, press the calculate button to calculate the values below. NOTE: The calculated Retail Bottle Price is subject to review by VABC.

**Calculate**

Total Invoice Cost (\$/cs):

Cost Per Selling Unit (\$):

Retail Bottle Price (\$):

cc. Enter the net cost per case in the “Net Cost FOB Ship Point (\$/cs)” field.

*\*This is the cost of the case were you to purchase it at the bottling plant.*

If you change either the Size, Proof, Unit Pack, U.S. Freight, Net Cost, FOB Ship Point, or Buying Group, please make sure to press the Calculate button.

\* Unit Pack (BPC)

\* U.S. Freight (\$/cs)

\* Net Cost FOB Ship Point (\$/cs)

Bottles Per Sleeve

Ocean Freight (\$/cs)

Marine Insurance (\$/cs)

Other Charges/Bailment (\$/cs)

\* Buying Group

Once you have completed the required pricing information, press the calculate button to calculate the values below. NOTE: The calculated Retail Bottle Price is subject to review by VABC.

**Calculate**

Total Invoice Cost (\$/cs):

Cost Per Selling Unit (\$):

Retail Bottle Price (\$):

- dd. If you wish to have the item listed on the Standard Product Price list and sold in ABC retail stores, then select “STANDARD” from the drop-down menu in the “Buying Group” field.
- ee. If you wish to have the item only available via special order, then select “SPECIAL ORDER CATALOG” from the drop-down menu in the “Buying Group” field.

If you change either the Size, Proof, Unit Pack, U.S. Freight, Net Cost, FOB Ship Point, or Buying Group, please make sure to press the Calculate button.

\* Unit Pack (BPC)

\* U.S. Freight (\$/cs)

\* Net Cost FOB Ship Point (\$/cs)

Bottles Per Sleeve

Ocean Freight (\$/cs)

Marine Insurance (\$/cs)

Other Charges/Bailment (\$/cs)

\* Buying Group

Once you have completed the required pricing information, press the calculate button to calculate the values below. NOTE: The calculated Retail Bottle Price is subject to review by VABC.

**Calculate**

Total Invoice Cost (\$/cs):

Cost Per Selling Unit (\$):

Retail Bottle Price (\$):

- ff. Click the “Calculate” button to calculate the “Total Invoice Cost (\$/cs),” “Cost Per Selling Unit (\$),” and “Retail Bottle Price.”
- \*The “Total Invoice Cost” is the sum of the “U.S. Freight” and “Net Cost FOB Ship Point” fields.*

If you change either the Size, Proof, Unit Pack, U.S. Freight, Net Cost, FOB Ship Point, or Buying Group, please make sure to press the Calculate button.

\* Unit Pack (BPC)

\* U.S. Freight (\$/cs)

\* Net Cost FOB Ship Point (\$/cs)

Bottles Per Sleeve

Ocean Freight (\$/cs)

Marine Insurance (\$/cs)

Other Charges/Bailment (\$/cs)

\* Buying Group

Once you have completed the required pricing information, press the calculate button to calculate the values below. NOTE: The calculated Retail Bottle Price is subject to review by VABC.

**Calculate**

Total Invoice Cost (\$/cs):

Cost Per Selling Unit (\$):

Retail Bottle Price (\$):

gg. Select whether the product is alcoholic or non-alcoholic from the drop-down menu in the “Division” field.

\* Product Hierarchy

Division

Class

Category

Type

Sub-Type

Detail

hh. If the product is alcoholic, then select whether the product is a mixer, spirit or wine from the drop-down menu in the “Class” field.

ii. If the product is non-alcoholic, then select whether the product is a gift bag/box, mixer, or rimmer from the drop-down menu in the “Class” field.

\* Product Hierarchy

Division

Class

Category

Type

Sub-Type

Detail

jj. Select the appropriate product category from the drop-down menu in the “Category” field.

\* Product Hierarchy

Division

Class

Category

Type

Sub-Type

Detail

kk. Select the appropriate product type from the drop-down menu in the “Type” field.

The screenshot shows a form titled "Product Hierarchy" with a star icon. It contains seven dropdown menus labeled "Division", "Class", "Category", "Type", "Sub-Type", and "Detail". Each menu currently displays "Select One". The "Type" dropdown menu is circled in red. At the bottom right of the form, there are two buttons: "Cancel" and "Submit".

ll. Select the appropriate product sub-type from the drop-down menu in the “Sub-Type” field.

The screenshot shows the same "Product Hierarchy" form. In this step, the "Sub-Type" dropdown menu is circled in red, while the "Type" menu is no longer highlighted.

mm. Select the appropriate product detail from the drop-down menu in the “Detail” field.

The screenshot shows the same "Product Hierarchy" form. In this step, the "Detail" dropdown menu is circled in red, while the "Type" and "Sub-Type" menus are no longer highlighted.

nn. Scroll to the top of the page and click the “Update Specification Form Page 2” link located in the “Link Navigation” section on the right-hand side of the screen.

Account Central | Logout | Support

Products Specifications PCL Expansion CM Reports

New Product Specification Form Page 1

Cancel Submit

\* Denotes a required field for the Pending status

Only Products that have a status of Pending will be considered for listing.

\* Effective Date: 11-01-2012

\* Status: Pending

NABCA Prefix: Select One

\* State Code: Click here if not known

NABCA Suffix: Select One

To add a New Brand or Label, select ""ADD NEW"" from the bottom of the relevant list.

\* Family Brand: 02 Sparkling Vodka

\* Label: 02 Sparkling Premium Vodka

\* Vendor: 21ST CENTURY SPIRITS - 059

Age/Vintage (yrs):

\* Proof/Alcohol (%): 40.00

\* Pricing Group: Spirits

All pricing groups except for Non-Alcoholic mixers require metric units.

\* Size: 750.00 ML

Link Navigation

- [Update Reps Assigned To Product](#)
- [Update Product Info Summary](#)
- [Update Specification Form Page 2](#)
- [Return to Search Results](#)
- [Perform New Search](#)

oo. Enter the product's 12-digit UPC code in the "UPC" field.

pp. Enter the product's 14-digit shipping container code in the "SCC" field.

*\*This field should be pre-populated.*

Account Central | Logout | Support

Products Specifications PCL Expansion CM Reports

New Product Specification Form Page 2

Cancel Submit

\* Denotes a required field

General Information

Product Code: Not Available

Family Brand: 02 Sparkling Vodka

Label Name: 02 Sparkling Premium Vodka

Bottle Size: 750.0ML

Age/Vintage (yrs): Not Available

Proof (%): 40.00

Retail Price (\$): 1.40

Company Name: 059 - 21ST CENTURY SPIRITS

\* UPC:

\* SCC: Click here if not known

Link Navigation

- [Update Specification Page 1](#)
- [Update Reps Assigned To Product](#)
- [Update Product Info Summary](#)
- [Return to Search Results](#)
- [Perform New Search](#)

qq. Enter the number of cases per pallet in the "Cases per Pallet" field.



\* Cases Per Pallet   
 \* Cases Per Layer   
 \* Case Weight (lbs)   
 \* Case Dimensions (in)  L  W  H  
 \* Bottle Dimensions (in)  L  W  H  
 \* Plan ☐ Bailment ☐ Special Purchase Order ☐ State Stock  
 Formula   
 If imported, is this product held in bond? ☐ Yes ☒ No  
 \* Sold Under Any Other Label? ☐ Yes ☒ No  
 If this product is sold under another label, please specify the proof and age of the other product label and provide an explanation.  
 Other Proof (%)   
 Other Age (yrs)   
 Please use this space to Explain why the product is sold under another label.  
  
 \* Shipping Point  Select One [Add New](#)  
 \* FOB Point  2901 Heritage Road Richmond, VA 23220 US  
 Distilled/Produced By  Select One  
 Bottled By  Select One  
 \* Ft. Per CWT   
 \* If this product is Unsaleable it should be ☐ Returned ☐ Destroyed  
 \* Is this a product for which you want a Limited Listing period? ☐ Yes ☒ No  
 If this is a limited listing period, the End Date is a required field  
 If yes, the listing's End Date  [Calendar](#)  
 Cancel Submit

rr. Enter the number of cases in a layer on the pallet in the “Cases Per Layer” field.

\* Cases Per Pallet   
 \* Cases Per Layer   
 \* Case Weight (lbs)   
 \* Case Dimensions (in)  L  W  H  
 \* Bottle Dimensions (in)  L  W  H  
 \* Plan ☐ Bailment ☐ Special Purchase Order ☐ State Stock  
 Formula   
 If imported, is this product held in bond? ☐ Yes ☒ No  
 \* Sold Under Any Other Label? ☐ Yes ☒ No  
 If this product is sold under another label, please specify the proof and age of the other product label and provide an explanation.  
 Other Proof (%)   
 Other Age (yrs)   
 Please use this space to Explain why the product is sold under another label.  
  
 \* Shipping Point  Select One [Add New](#)  
 \* FOB Point  2901 Heritage Road Richmond, VA 23220 US  
 Distilled/Produced By  Select One  
 Bottled By  Select One  
 \* Ft. Per CWT   
 \* If this product is Unsaleable it should be ☐ Returned ☐ Destroyed  
 \* Is this a product for which you want a Limited Listing period? ☐ Yes ☒ No  
 If this is a limited listing period, the End Date is a required field  
 If yes, the listing's End Date  [Calendar](#)  
 Cancel Submit

ss. Enter the number of pounds a case weighs in the “Case Weight (lbs)” field.

★ Cases Per Pallet   
 ★ Cases Per Layer   
 ★ Case Weight (lbs)   
 ★ Case Dimensions (in)  L  W  H  
 ★ Bottle Dimensions (in)  L  W  H  
 ★ Plan ☐ Bailment ☐ Special Purchase Order ☐ State Stock  
 Formula   
 If imported, is this product held in bond? ☐ Yes ☒ No  
 ★ Sold Under Any Other Label? ☐ Yes ☒ No  
 If this product is sold under another label, please specify the proof and age of the other product label and provide an explanation.  
 Other Proof (%)   
 Other Age (yrs)   
 Please use this space to Explain why the product is sold under another label.  
 ★ Shipping Point  Select One [Add New](#)  
 ★ FOB Point  2901 Heritage Road Richmond, VA 23220 US  
 Distilled/Produced By  Select One  
 Bottled By  Select One  
 ★ Ft. Per CWT   
 ★ If this product is Unsaleable it should be ☐ Returned ☐ Destroyed  
 ★ Is this a product for which you want a Limited Listing period? ☐ Yes ☒ No  
 If this is a limited listing period, the End Date is a required field  
 If yes, the listing's End Date  [Calendar](#)  
[Cancel](#) [Submit](#)

tt. Enter a case's length, width and height dimensions in the respective fields in the "Case Dimensions (in)" field.

★ Cases Per Pallet   
 ★ Cases Per Layer   
 ★ Case Weight (lbs)   
 ★ Case Dimensions (in)  L  W  H  
 ★ Bottle Dimensions (in)  L  W  H  
 ★ Plan ☐ Bailment ☐ Special Purchase Order ☐ State Stock  
 Formula   
 If imported, is this product held in bond? ☐ Yes ☒ No  
 ★ Sold Under Any Other Label? ☐ Yes ☒ No  
 If this product is sold under another label, please specify the proof and age of the other product label and provide an explanation.  
 Other Proof (%)   
 Other Age (yrs)   
 Please use this space to Explain why the product is sold under another label.  
 ★ Shipping Point  Select One [Add New](#)  
 ★ FOB Point  2901 Heritage Road Richmond, VA 23220 US  
 Distilled/Produced By  Select One  
 Bottled By  Select One  
 ★ Ft. Per CWT   
 ★ If this product is Unsaleable it should be ☐ Returned ☐ Destroyed  
 ★ Is this a product for which you want a Limited Listing period? ☐ Yes ☒ No  
 If this is a limited listing period, the End Date is a required field  
 If yes, the listing's End Date  [Calendar](#)  
[Cancel](#) [Submit](#)

uu. Enter a bottle's length, width and height dimensions in the respective fields in the "Bottle Dimensions (in)" field.

This screenshot shows a product entry form. The 'Bottle Dimensions (in)' field, which includes sub-fields for Length (L), Width (W), and Height (H), is circled in red. Other fields include 'Cases Per Pallet', 'Cases Per Layer', 'Case Weight (lbs)', 'Case Dimensions (in)', 'Plan' (with radio buttons for Bailment, Special Purchase Order, and State Stock), 'Formula', 'If imported, is this product held Inbond?', 'Sold Under Any Other Label?', 'Other Proof (%)', 'Other Age (yrs)', 'Shipping Point', 'FOB Point', 'Distilled/Produced By', 'Bottled By', 'Frt. Per CWT', and 'If this product is Unsaleable it should be'. There are also checkboxes for 'Returned' and 'Destroyed', and a section for 'Limited Listing period' with an 'End Date' field and a 'Calendar' link. At the bottom right are 'Cancel' and 'Submit' buttons.

vv. Select "Bailment" for the "Plan" field.

This screenshot shows the same product entry form as above, but with the 'Bailment' radio button in the 'Plan' field selected and circled in red. All other fields and their values remain the same as in the previous screenshot.

ww. Indicate whether the product is sold under any other label in the “Sold Under Any Other Label?” field.

The screenshot displays a web form for product entry. At the top, there are several input fields for product specifications: Cases Per Pallet, Cases Per Layer, Case Weight (lbs), Case Dimensions (in) with sub-fields for L, W, and H, and Bottle Dimensions (in) with sub-fields for L, W, and H. Below these are radio buttons for Plan (selected), Bailment, Special Purchase Order, and State Stock. A Formula field is present. A section for import status includes 'If imported, is this product held Inbond?' with Yes and No radio buttons. The 'Sold Under Any Other Label?' field is circled in red, with Yes and No radio buttons. Below this is a text area for 'If this product is sold under another label, please specify the proof and age of the other product label and provide an explanation.' followed by 'Other Proof (%)' and 'Other Age (yrs)' fields. A large text area is provided for 'Please use this space to Explain why the product is sold under another label.' The 'Shipping Point' field is a dropdown menu with 'Select One' and an 'Add New' link. The 'FOB Point' field is a dropdown menu with '2901 Hermitage Road Richmond, VA 23220 US'. Below are dropdowns for 'Distilled/Produced By' and 'Bottled By', and a 'Frt. Per CWT' field. A section for 'If this product is Unsaleable it should be' includes 'Returned' and 'Destroyed' radio buttons. The 'Is this a product for which you want a Limited Listing period?' field has Yes and No radio buttons. Below this is a text field for 'If yes, the listing's End Date' with a 'Calendar' link. At the bottom right are 'Cancel' and 'Submit' buttons.

xx. Select the shipping origination point (ie. bottling plant) from the drop-down menu in the “Shipping Point” field.

- i. If the shipping origination point is not in the drop-down list, then click the “Add New” link located to the right of the “Shipping Point” field and enter the address of the shipping origination point.

\* Cases Per Pallet   
 \* Cases Per Layer   
 \* Case Weight (lbs)   
 \* Case Dimensions (in)  L  W  H  
 \* Bottle Dimensions (in)  L  W  H  
 \* Plan ☐ Bailment ☐ Special Purchase Order ☐ State Stock  
 Formula   
 If imported, is this product held Inbond? ☐ Yes ☒ No  
 \* Sold Under Any Other Label? ☐ Yes ☒ No  
 If this product is sold under another label, please specify the proof and age of the other product label and provide an explanation.  
 Other Proof (%)   
 Other Age (yrs)   
 Please use this space to Explain why the product is sold under another label.  
 \* Shipping Point  Select One [Add New](#)  
 \* FOB Point  2901 Hermitage Road Richmond, VA 23220 US  
 Distilled/Produced By  Select One  
 Bottled By  Select One  
 \* Frt. Per CWT   
 \* If this product is Unsaleable it should be ☐ Returned ☐ Destroyed  
 \* Is this a product for which you want a Limited Listing period? ☐ Yes ☒ No  
 If this is a limited listing period, the End Date is a required field  
 If yes, the listing's End Date  [Calendar](#)

Cancel Submit

yy. Enter “1.0” in the “Frt. Per CWT” field.

\* Cases Per Pallet   
 \* Cases Per Layer   
 \* Case Weight (lbs)   
 \* Case Dimensions (in)  L  W  H  
 \* Bottle Dimensions (in)  L  W  H  
 \* Plan ☐ Bailment ☐ Special Purchase Order ☐ State Stock  
 Formula   
 If imported, is this product held Inbond? ☐ Yes ☒ No  
 \* Sold Under Any Other Label? ☐ Yes ☒ No  
 If this product is sold under another label, please specify the proof and age of the other product label and provide an explanation.  
 Other Proof (%)   
 Other Age (yrs)   
 Please use this space to Explain why the product is sold under another label.  
 \* Shipping Point  Select One [Add New](#)  
 \* FOB Point  2901 Hermitage Road Richmond, VA 23220 US  
 Distilled/Produced By  Select One  
 Bottled By  Select One  
 \* Frt. Per CWT   
 \* If this product is Unsaleable it should be ☐ Returned ☐ Destroyed  
 \* Is this a product for which you want a Limited Listing period? ☐ Yes ☒ No  
 If this is a limited listing period, the End Date is a required field  
 If yes, the listing's End Date  [Calendar](#)

Cancel Submit

zz. Indicate how the product should be handled if it is deemed unsellable (ie. expired, damaged etc.).

\* Cases Per Pallet   
 \* Cases Per Layer   
 \* Case Weight (lbs)   
 \* Case Dimensions (in)  L  W  H  
 \* Bottle Dimensions (in)  L  W  H  
 \* Plan ☐ Bailment ☐ Special Purchase Order ☐ State Stock  
 Formula   
 If imported, is this product held Inbond? ☐ Yes ☒ No  
 \* Sold Under Any Other Label? ☐ Yes ☒ No  
 If this product is sold under another label, please specify the proof and age of the other product label and provide an explanation.  
 Other Proof (%)   
 Other Age (yrs)   
 Please use this space to Explain why the product is sold under another label.  
  
 \* Shipping Point  Select One [Add New](#)  
 \* FOB Point  2901 Heritage Road Richmond, VA 23220 US  
 Distilled/Produced By  Select One  
 Bottled By  Select One  
 \* Ft. Per CWT   
 \* If this product is Unsaleable it should be ☐ Returned ☐ Destroyed  
 \* Is this a product for which you want a Limited Listing period? ☐ Yes ☒ No  
 If this is a limited listing period, the End Date is a required field  
 If yes, the listing's End Date  [Calendar](#)  
 Cancel Submit

- aaa. Indicate if the product is only to be listed for a limited time.
- i. If the selection is “Yes,” then enter the end date of the limited listing period.

\* Cases Per Pallet   
 \* Cases Per Layer   
 \* Case Weight (lbs)   
 \* Case Dimensions (in)  L  W  H  
 \* Bottle Dimensions (in)  L  W  H  
 \* Plan ☐ Bailment ☐ Special Purchase Order ☐ State Stock  
 Formula   
 If imported, is this product held Inbond? ☐ Yes ☒ No  
 \* Sold Under Any Other Label? ☐ Yes ☒ No  
 If this product is sold under another label, please specify the proof and age of the other product label and provide an explanation.  
 Other Proof (%)   
 Other Age (yrs)   
 Please use this space to Explain why the product is sold under another label.  
  
 \* Shipping Point  Select One [Add New](#)  
 \* FOB Point  2901 Heritage Road Richmond, VA 23220 US  
 Distilled/Produced By  Select One  
 Bottled By  Select One  
 \* Ft. Per CWT   
 \* If this product is Unsaleable it should be ☐ Returned ☐ Destroyed  
 \* Is this a product for which you want a Limited Listing period? ☐ Yes ☒ No  
 If this is a limited listing period, the End Date is a required field  
 If yes, the listing's End Date  [Calendar](#)  
 Cancel Submit

bbb. Click the “Submit” button located in the bottom right-hand corner of the screen.

★ Cases Per Pallet

★ Cases Per Layer

★ Case Weight (lbs)

★ Case Dimensions (in)  L  W  H

★ Bottle Dimensions (in)  L  W  H

★ Plan ☐ Bailment ☐ Special Purchase Order ☐ State Stock

Formula

If imported, is this product held Inbond? ☐ Yes ☒ No

★ Sold Under Any Other Label? ☐ Yes ☒ No

If this product is sold under another label, please specify the proof and age of the other product label and provide an explanation.

Other Proof (%)

Other Age (yrs)

Please use this space to Explain why the product is sold under another label.

★ Shipping Point  Select One [Add New](#)

★ FOB Point  2901 Heritage Road Richmond, VA 23220 US

Distilled/Produced By  Select One

Bottled By  Select One

★ Ft. Per CWT

★ If this product is Unsaleable it should be ☐ Returned ☐ Destroyed

★ Is this a product for which you want a Limited Listing period? ☐ Yes ☒ No

If this is a limited listing period, the End Date is a required field

If yes, the listing's End Date  [Calendar](#)

[Cancel](#) [Submit](#)

9. If the product has been previously submitted to Virginia ABC for consideration, then click the “Yes” button.

**Previously Submitted Product?**

Has the product been previously considered for listing at the ABC?

If yes, you will be directed to the search page where you can find the product and select the relist action. If no, you will be directed to the 'Add a New Product Specification' form.

[Yes](#) [No](#)

a. Enter information in the Search fields to help you identify which product you wish to submit to Virginia ABC for listing consideration.

www.abc.virginia.gov

My Account | Logout | Support

Home Products

Products > PCL > Expansion

Product Consideration Listing Search

Search

**Search Criteria**

Code

Listing Period  11-01-2012 05-01-2012

Label Name

Status

Price Range  to

Vendor

Division

Class

Category

Type

Sub-Type

Detail

**Sort Options**

☒ Code

☐ Label Name

☐ Vendor Code

☐ Listing Period

☐ Status

**Sort Order**

Ascending

b. Click the “Search” button.

www.abc.virginia.gov

My Account | Logout | Support

Home Products

Products > PCL > Expansion

Product Consideration Listing Search

Search

**Search Criteria**

Code

Listing Period  11-01-2012 05-01-2012

Label Name

Status

Price Range  to

Vendor

Division

Class

Category

Type

Sub-Type

Detail

**Sort Options**

☒ Code

☐ Label Name

☐ Vendor Code

☐ Listing Period

☐ Status

**Sort Order**

Ascending

c. Locate the product that you wish to submit for listing consideration in the search results.

www.abc.virginia.gov

My Account | Logout | Support

Home Products

Products > PCL > Expansion

Product Consideration Listing Search

Search

**Search Criteria**

Code

Listing Period  11-01-2012 05-01-2012

Label Name

Status

Price Range  to

Vendor

Division

Class

Category

Type

Sub-Type

Detail

**Sort Options**

☒ Code

☐ Label Name

☐ Vendor Code

☐ Listing Period

☐ Status

**Sort Order**

Ascending

Code	Label Name	Vendor	Size	BPC	Freight Rate \$	Retail Price \$	Listing Period	Status	Action
037111	Bacardi Piña Colada	035 - BACARDI USA, INC	1.75L	6	1.00	23.95	05-01-2010	Propagated	
037112	Bacardi Piña Colada	035 - BACARDI USA, INC	750ML	12	1.00	15.45	05-01-2010	Declined	
037113	Bacardi Strawberry Daiquiri	035 - BACARDI USA, INC	1.75L	6	1.00	23.95	05-01-2010	Propagated	
037114	Bacardi Strawberry Daiquiri	035 - BACARDI USA, INC	750ML	12	1.00	15.45	05-01-2010	Declined	
056827	Bacardi Classic Cocktails Mojito	035 - BACARDI USA, INC	750ML	12	1.00	14.95	11-01-2008	Propagated	

d. Click the “Relist” button (curved arrow icon) located on the far right-hand side of the record in the “Actions” section.



Search Criteria

Code

Division

Class

Category

Type

Sub-Type

Detail

Listing Period   
11-01-2012  
05-01-2012

Label Name

Status

Price Range  to

Vendor

Sort Options

☒ Code

☐ Label Name

☐ Vendor Code

☐ Listing Period

☐ Status

Sort Order

Code	Label Name	Vendor	Size	BPC	Freight Rate \$	Retail Price \$	Listing Period	Status	Action
037111	Bacardi Piña Colada	035 - BACARDI USA, INC	1.75L	6	1.00	23.95	05-01-2010	Propagated	
037112	Bacardi Piña Colada	035 - BACARDI USA, INC	750ML	12	1.00	15.45	05-01-2010	Declined	
037113	Bacardi Strawberry Daiquiri	035 - BACARDI USA, INC	1.75L	6	1.00	23.95	05-01-2010	Propagated	
037114	Bacardi Strawberry Daiquiri	035 - BACARDI USA, INC	750ML	12	1.00	15.45	05-01-2010	Declined	
056827	Bacardi Classic Cocktails Mojito	035 - BACARDI USA, INC	750ML	12	1.00	14.95	11-01-2008	Propagated	

- e. Update any of the fields that may have changed since the last time the product was submitted for listing consideration.

www.abc.virginia.gov

My Account | Logout | Support

Products > PCL > Expansion >

New Product Specification Form Page 1

Cancel Submit

\* Denotes a required field for the Pending status

Only Products that have a status of Pending will be considered for listing.

\* Effective Date: 11-01-2012

\* Status: Draft

NABCA Prefix

\* State Code  Click here if not known ☐

NABCA Suffix

To add a New Brand or Label, select ""ADD NEW"" from the bottom of the relevant list.

\* Family Brand

\* Label

\* Vendor

Age/Vintage (yrs)

\* Proof/Alcohol (%)

\* Pricing Group

All pricing groups except for Non-Alcoholic mixers require metric units.

\* Size

If you change either the Size, Proof, Unit Pack, U.S. Freight, Net Cost FOB Ship Point, or Buying Group, please make sure to press the Calculate button.

\* Unit Pack (BPC)

\* U.S. Freight (\$/cs)

\* Net Cost FOB Ship Point (\$/cs)

Bottles Per Sleeve

Ocean Freight (\$/cs)

Link Navigation

[Return to Search Results](#)

[Perform New Search](#)

- f. Click the “Calculate” button to calculate the “Total Invoice Cost,” “Cost Per Selling Unit,” and “Retail Bottle Price” for the product.

Once you have completed the required pricing information, press the calculate button to calculate the values below. NOTE: The calculated Retail Bottle Price is subject to review by VABC.

**Calculate**

Total Invoice Cost (\$/cs):

Cost Per Selling Unit (\$):

Retail Bottle Price (\$):

- g. Once all updates have been made, then scroll to the bottom of the page and click the “Submit” button.

★ Size 750.00 ML

If you change either the Size, Proof, Unit Pack, U.S. Freight, Net Cost FOB Ship Point, or Buying Group, please make sure to press the Calculate button.

★ Unit Pack (BPC) 12

★ U.S. Freight (\$/cs) 1.00

★ Net Cost FOB Ship Point (\$/cs) 89.24

Bottles Per Sleeve 0

Ocean Freight (\$/cs) 0.00

Marine Insurance (\$/cs) 0.00

Other Charges/Bailment (\$/cs) 0.00

★ Buying Group STANDARD

Once you have completed the required pricing information, press the calculate button to calculate the values below. NOTE: The calculated Retail Bottle Price is subject to review by VABC.

**Calculate**

Total Invoice Cost (\$/cs): 90.24

Cost Per Selling Unit (\$): 7.52

Retail Bottle Price (\$): 15.45

★ Product Hierarchy

Division Alcohol

Class Spirits

Category Cocktails

Type Domestic

Sub-Type Select One

Detail Select One

**Cancel** **Submit**

- h. Update any of the fields that may have changed since the last time the product was submitted for listing consideration.

www.abc.virginia.gov Account Central Logout Support

Products Specifications PCL Expansion CM Reports

New Product Specification Form Page 2

★ Denotes a required field

Page 1 of the New Product Specification Form has been successfully added.

**General Information**

Product Code: 037112

Family Brand: Bacardi Classic Cocktail

Label Name: Bacardi Piña Colada

Bottle Size: 750.0ML

Age/Vintage (yrs): Not Available

Proof (%): 30.00

Retail Price (\$): 15.90

Company Name: 035 - BACARDI USA, INC

★ UPC: 080480001056

★ SCC: 10080480001053 Click here if not known

★ Cases Per Pallet 72

★ Cases Per Layer 18

★ Case Weight (lbs) 36.00

★ Case Dimensions (in) 12.06 L 9.50 W 12.13 H

★ Bottle Dimensions (in) 1.10 L 1.30 W 12.00 H

★ Plan ☒ Bailment ☐ Special Purchase Order ☐ State Stock

Formula

If imported, is this product held Inbond? ☐ Yes ☒ No

★ Sold Under Any Other Label? ☐ Yes ☒ No

**Cancel** **Submit**

Link Navigation

[Update Specification Page 1](#)

[Return to Search Results](#)

[Perform New Search](#)

- i. Once all updates have been made, then scroll to the bottom of the page and click the “Submit” button

★ Case Dimensions (in) 12.06 L 9.50 W 12.13 H  
 ★ Bottle Dimensions (in) 1.10 L 1.30 W 12.00 H  
 ★ Plan ☒ Bailment ☐ Special Purchase Order ☐ State Stock  
 Formula   
 If imported, is this product held in bond? ☐ Yes ☒ No  
 ★ Sold Under Any Other Label? ☐ Yes ☒ No  
 If this product is sold under another label, please specify the proof and age of the other product label and provide an explanation.  
 Other Proof (%)   
 Other Age (yrs)   
 Please use this space to Explain why the product is sold under another label.  
  
 ★ Shipping Point 2901 Heritage Rd Richmond, VA 23230 US [Add New](#)  
 ★ FOB Point 2901 Heritage Road Richmond, VA 23220 US  
 Distilled/Produced By   
 Bottled By   
 ★ Ft. Per CWT 2.93  
 ★ If this product is Unsaleable it should be ☐ Returned ☒ Destroyed  
 ★ Is this a product for which you want a Limited Listing period? ☐ Yes ☒ No  
 If this is a limited listing period, the End Date is a required field  
 If yes, the listing's End Date  [Calendar](#)  
[Cancel](#) [Submit](#)

- j. Update any of the fields that may have changed since the last time the product was submitted for listing consideration.

[Account Central](#) | [Logout](#) | [Support](#)  
[MIPS](#) | [Products](#)  
[Products](#) | [Specifications](#) | [PCL](#) | [Expansion](#) | [CM](#) | [Reports](#)  
**New Product Information Summary**  
[Cancel](#) [Submit](#)  
 ★ Denotes a required field  
 Page 2 of the New Product Specification Form has been successfully added.  
 Listing Period: 11-01-2012

<b>General Information</b> Product Code: 037112 Family Brand: Bacardi Classic Cocktail Label Name: Bacardi Piña Colada Bottle Size: 750.0ML Proof (%): 30.00 Retail Price (\$): 15.90 Company Name: 035 - BACARDI USA, INC	<b>Hierarchy</b> Division: Alcohol Class: Spirits Category: Cocktails Type: Domestic Sub-Type: Not Available Detail: Not Available	<b>Link Navigation</b> <a href="#">Update Product Specification</a> <a href="#">Return to Search Results</a> <a href="#">Perform a New Search</a>
---	--	--

★ Reason for submission: New Listing Allocation (Cases)   
 ★ Why does the Virginia market need this product? The Ultimate Home Entertaining Solution. Pina Colada has a strong relevance and fit with BACARDI. Iconic cocktail. Simple solution for home entertaining. Current  
 ★ Describe the packaging appeal, price appeal and unique aspects of this product. Packaging Highlights are Quality with the Bat device prominently featured denoting heritage, quality and a trusted name. 750ml is the TRIAL size. Proof is 15% abv or  
 ★ This item appeals to what market segment? 21 - 49 YO Males and Females from General Market to Multi-Cultural. Offers convenience, time saving, reinvention of Classic cocktails with a new twist and  
 ★ Describe planned promotional/advertising campaign. Over \$2MM in dedicated investment. The integrated programming and promotional support includes POS elements, Non-Alcoholic sampling events for Off Premise.  
 ★ Estimated 12 month Virginia advertising expenditure (\$) 40000.00 Click here if not known ☐  
 ★ Sales projections for the Virginia market.(Cases) 6 months: 350 12 months: 700  
 Priority is a number between 0 and 30. A Lower number means a higher priority.  
 ★ Vendor Priority 7

★ Sales of Similar Items Listed in Virginia  
☐ No similar products listed in Virginia.

- k. Once all updates have been made, then scroll to the bottom of the page and click the “Submit” button

Cuervo Lime Margarita 750ml	9.90	1017.00	0	years	11	months	↻
TGIF Pina Colada 750ml	9.90	704.00	0	years	11	months	↻
				years		months	↻
				years		months	↻
				years		months	↻
				years		months	↻
				years		months	↻
				years		months	↻
				years		months	↻
				years		months	↻

★ Sales of This Product In Adjacent and Other States

☒ No sales in other states.

Location	Case Sales	Time Period	Action
DISTRICT OF COLUMBIA		years months	↻
MARYLAND		years months	↻
NORTH CAROLINA		years months	↻
PENNSYLVANIA		years months	↻
WEST VIRGINIA		years months	↻
Select One		years months	↻
Select One		years months	↻
Select One		years months	↻
Select One		years months	↻
Select One		years months	↻

Cancel **Submit**

1. You will see the following screen displayed once you have submitted the updated New Product Information Summary.

Account Central | Logout | Support

www.abc.virginia.gov

Products | Specifications | PCL | Expansion | CM | Reports

View New Product Specification Form

The New Product Information Summary has been successfully added.

<p>Effective Date: 11-01-2012</p> <p>NABCA Prefix: 398 - COCKTAILS DOMESTIC</p> <p>State Code: 037112</p> <p>NABCA Suffix: 75 - 750</p> <p>Family Brand: Bacardi Classic Cocktail</p> <p>Label: Bacardi Pina Colada</p> <p>Status: Pending</p> <p>Size: 750.0ML</p> <p>Unit Pack (BPC): 12</p> <p>U.S. Freight (\$/cs): 1.00</p> <p>Net Cost FOB Ship Point (\$/cs): 89.24</p> <p>Bottles Per Sleeve: 0</p> <p>Ocean Freight (\$/cs): 0.00</p> <p>Marine Insurance (\$/cs): 0.00</p> <p>Other Charges/Balment (\$/cs): 0.00</p> <p>Total Invoice Cost (\$/cs): 90.24</p> <p>Cost Per Selling Unit (\$): 7.52</p> <p>Retail Bottle Price (\$): 15.90</p> <p>Buying Group: STANDARD</p> <p>Pricing Group: Spirits</p> <p>Price List Classification: COCKTAILS (DOMESTIC)</p> <p><b>Hierarchy</b></p> <p>Division: Alcohol</p> <p>Class: Spirits</p> <p>Category: Cocktails</p> <p>Type: Domestic</p> <p>Sub-Type: Not Available</p> <p>Detail: Not Available</p>	<p>Vendor: 035 - BACARDI USA, INC</p> <p>Age/Vintage (yrs): Not Available</p> <p>Proof/Alcohol (%): 30.00</p> <p>UPC: 080480001056</p> <p>SCC: 10080480001053</p> <p>Cases Per Pallet: 72</p> <p>Cases Per Layer: 18</p> <p>Case Weight (lbs): 36.00</p> <p>Case Dimensions (in): 12.06L 9.50W 12.13H</p> <p>Bottle Dimensions (in): 1.10L 1.30W 12.00H</p> <p>Plan: Bailment</p> <p>Formula: Not Available</p> <p>Inbond? No</p> <p>Sold Under Any Other Label? No</p> <p>Shipping Point: 2901 Hermitage Rd Richmond, VA 23230 US</p> <p>FOB Point: 2901 Hermitage Road Richmond, VA 23220 US</p> <p>Distilled By: Not Available</p> <p>Bottled By: Not Available</p> <p>Frt Per CWT: 2.93</p> <p>If unsaleable: Destroyed</p> <p>Limited listing period? No</p> <p>Date Submitted: 01-19-2010</p>	<p><b>Link Navigation</b></p> <p><a href="#">View Product Info Summary</a></p> <p><a href="#">Update Product Specification</a></p> <p><a href="#">Return to Search Results</a></p> <p><a href="#">Perform New Search</a></p>
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## **B. Miscellaneous**

There are other miscellaneous tasks that vendors may perform in the MIPS system ranging from arranging for delivery of product to updating product specifications to monitoring inventory levels.

### **Schedule Delivery**

**Task Description:** When an item has been placed on Virginia ABC's standard price list or in Virginia ABC's Special Order Catalog, the vendor is responsible for arranging for the delivery of his/her product to the Virginia ABC Bailment Warehouse. Delivery appointments can be made up to two weeks out from the delivery date.

1. Enter the following address into your Navigation bar:

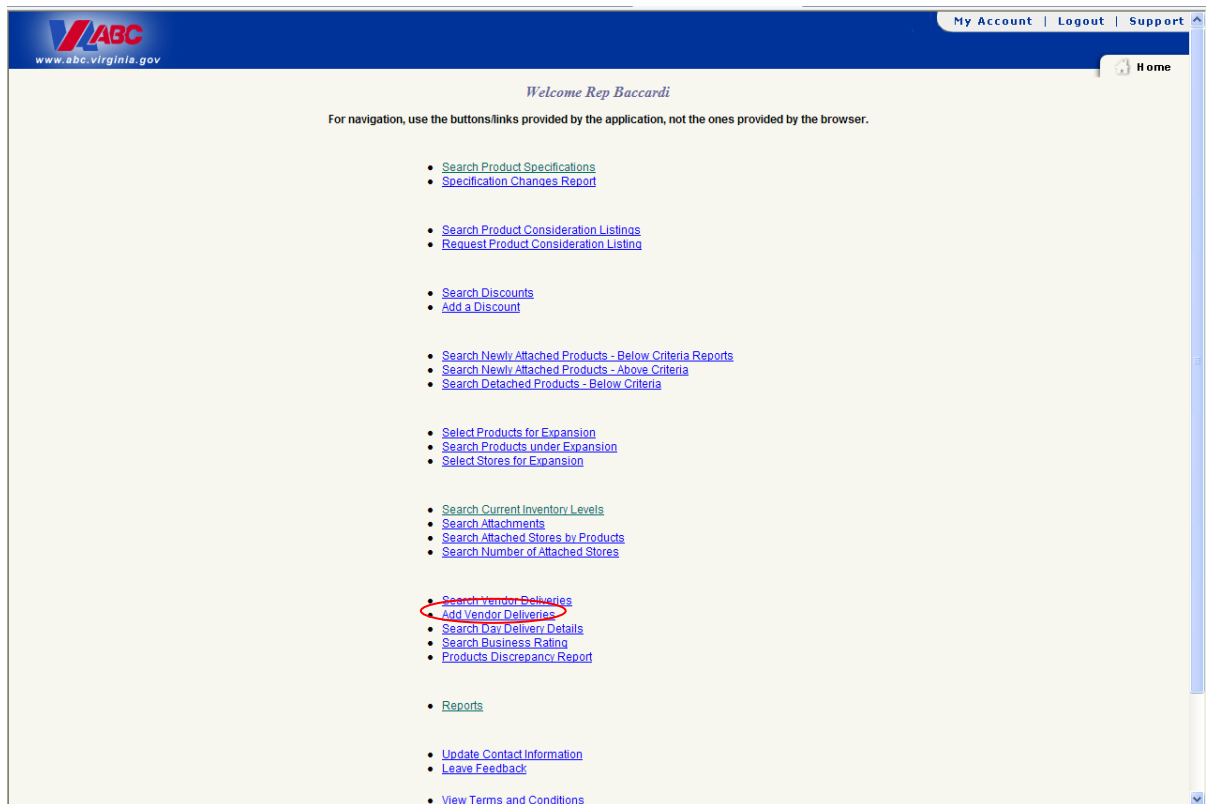
<https://gin.abc.virginia.gov/mips/index.html>

2. Enter your Login ID and password.

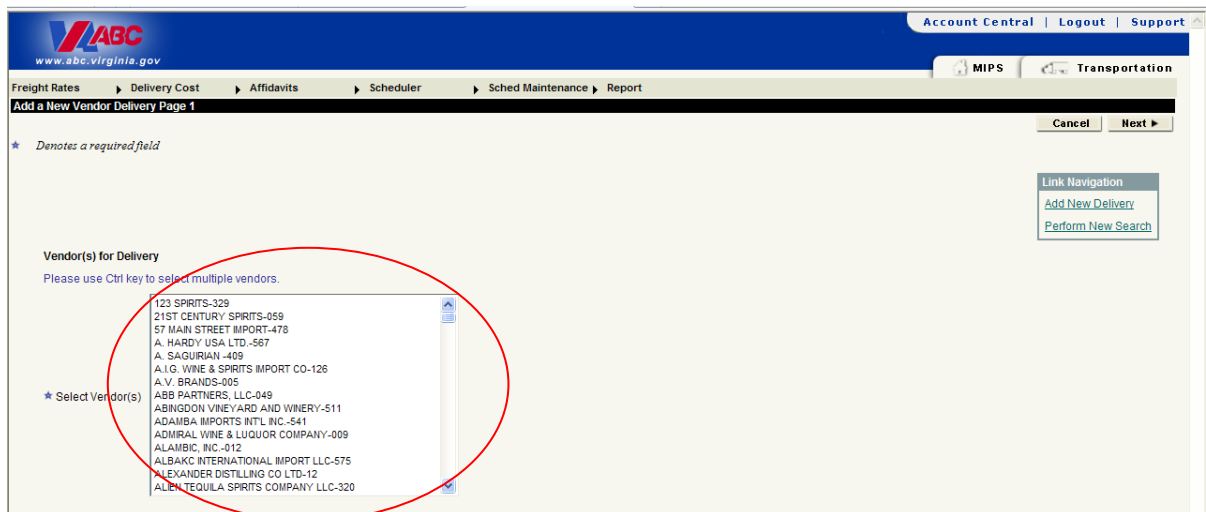


The screenshot shows the Virginia ABC website interface. At the top is a blue header with the Virginia ABC logo and the URL [www.abc.virginia.gov](http://www.abc.virginia.gov). Below the header is a white box titled "Login to Account Central". Inside this box are two input fields: "Login ID" and "Password". Below these fields is a "Login" button.

3. Click the "Login" button.
4. Click on the "Add Vendor Deliveries" link.



5. Select the appropriate vendor name(s) for the vendor(s) making the delivery from the list in the “Vendor(s) for Delivery” field.



6. Click the “Next” button located in the upper right-hand corner of the screen.

Account Central | Logout | Support

MIPS Transportation

Freight Rates | Delivery Cost | Affidavits | Scheduler | Sched Maintenance | Report

Add a New Vendor Delivery Page 1

Cancel Next

\* Denotes a required field

Link Navigation  
[Add New Delivery](#)  
[Perform New Search](#)

Vendor(s) for Delivery  
 Please use Ctrl key to select multiple vendors.

Select Vendor(s)

- 123 SPIRITS-329
- 21ST CENTURY SPIRITS-059
- 57 MAIN STREET IMPORT-478
- A. HARDY USA LTD.-567
- A. SAGURIAN-409
- A.I.G. WINE & SPIRITS IMPORT CO-126
- A.V. BRANDS-005
- AB9 PARTNERS, LLC-049
- ABINGTON VINEYARD AND WINERY-511
- ADAMBA IMPORTS INTL INC.-541
- ADMIRAL WINE & LIQUOR COMPANY-009
- ALAMBIC, INC.-012
- ALBARK INTERNATIONAL IMPORT LLC-575
- ALEXANDER DISTILLING CO LTD-12
- ALIEN TEQUILA SPIRITS COMPANY LLC-320

- Select the carrier who will be making the delivery from the drop-down menu in the “Carrier” field.

Account Central | Logout | Support

MIPS Transportation

Freight Rates | Delivery Cost | Affidavits | Scheduler | Sched Maintenance | Report

Add a New Vendor Delivery

Cancel Prev Next Submit

\* Denotes a required field

Vendor (s) For Delivery: BACARDI USA, INC

External Order Id

Only the Carriers for all of the vendors are displayed

\* Carrier: Arnold Transportation

External Comments

\* Load Type: Pallet

Vendor	Product Code	Product Name	Bottle Size	BPC	Cases	Bottles
BACARDI USA, INC	001168	Dewar's 12 with Coaster Set	750ml	6		
	001170	Dewar's 12 Yr With Glasses	750ml	6		
	001280	Bombay Sapphire with Olive Pick Set	750ml	6		
	001364	Bacardi Big Apple Glass Pack	750ml	6		
	001475	Bombay Sapphire VAP	750ml	6		

Delivery Navigation  
[Modify Vendors](#)  
[Products Page](#)  
[2 3 4](#)

Link Navigation  
[Add New Delivery](#)  
[Perform New Search](#)

- Select “Pallet” from the drop-down menu in the “Load Type” field.

\*Virginia ABC does not accept floor loads.

Account Central | Logout | Support

MIPS Transportation

Freight Rates | Delivery Cost | Affidavits | Scheduler | Sched Maintenance | Report

Add a New Vendor Delivery

Cancel Prev Next Submit

\* Denotes a required field

Vendor (s) For Delivery: BACARDI USA, INC

External Order Id

Only the Carriers for all of the vendors are displayed

\* Carrier: Arnold Transportation

External Comments

\* Load Type: Pallet

Vendor	Product Code	Product Name	Bottle Size	BPC	Cases	Bottles
BACARDI USA, INC	001168	Dewar's 12 with Coaster Set	750ml	6		
	001170	Dewar's 12 Yr With Glasses	750ml	6		
	001280	Bombay Sapphire with Olive Pick Set	750ml	6		
	001364	Bacardi Big Apple Glass Pack	750ml	6		
	001475	Bombay Sapphire VAP	750ml	6		

Delivery Navigation  
[Modify Vendors](#)  
[Products Page](#)  
[2 3 4](#)

Link Navigation  
[Add New Delivery](#)  
[Perform New Search](#)

9. Locate the record for the product that you wish to deliver.
10. Enter the number of cases of the product that are to be delivered in the “Cases” field for the respective product record.

Account Central | Logout | Support

MIPS Transportation

Freight Rates | Delivery Cost | Affidavits | Scheduler | Sched Maintenance | Report

Add a New Vendor Delivery

Cancel | Prev | Next | Submit

\* Denotes a required field

Vendor (s) For Delivery: BACARDI USA, INC

External Order Id

Only the Carriers for all of the vendors are displayed

\* Carrier: Arnold Transportation

External Comments

\* Load Type: Pallet

Vendor	Product Code	Product Name	Bottle Size	BPC	Cases	Bottles
BACARDI USA, INC	001168	Dewar's 12 with Coaster Set	750ml	6		
	001170	Dewar's 12 Yr With Glasses	750ml	6		
	001280	Bombay Sapphire with Olive Pick Set	750ml	6		
	001364	Bacardi Big Apple Glass Pack	750ml	6		
	001475	Bombay Sapphire VAP	750ml	6		

Delivery Navigation: [Modify Vendors](#), [Products Page 2 3 4](#)

Link Navigation: [Add New Delivery](#), [Perform New Search](#)

11. Repeat Steps 10 and 11 for each product that is to be included in the delivery.
12. Click the “Submit” button in the upper right-hand corner of the screen.

Account Central | Logout | Support

MIPS Transportation

Freight Rates | Delivery Cost | Affidavits | Scheduler | Sched Maintenance | Report

Add a New Vendor Delivery

Cancel | Prev | Next | Submit

\* Denotes a required field

Vendor (s) For Delivery: BACARDI USA, INC

External Order Id

Only the Carriers for all of the vendors are displayed

\* Carrier: Arnold Transportation

External Comments

\* Load Type: Pallet

Vendor	Product Code	Product Name	Bottle Size	BPC	Cases	Bottles
BACARDI USA, INC	001168	Dewar's 12 with Coaster Set	750ml	6		
	001170	Dewar's 12 Yr With Glasses	750ml	6		
	001280	Bombay Sapphire with Olive Pick Set	750ml	6		
	001364	Bacardi Big Apple Glass Pack	750ml	6		
	001475	Bombay Sapphire VAP	750ml	6		

Delivery Navigation: [Modify Vendors](#), [Products Page 2 3 4](#)

Link Navigation: [Add New Delivery](#), [Perform New Search](#)

13. Click the “Schedule Delivery” link in the “Link Navigation” box.
14. Click on a date in the calendar that is blue.

*\*If the date you wish to schedule your delivery is in black, then that means that there are no open delivery appointments available for that day.*



★ Denotes a required field

**General Information**

Delivery Id: 21273

Carrier: **PIEDMONT DISTILLERS INC.**  
Has Exclusive Scheduling - No

Load Type: **Pallet**

Total Cases: **300.00**

Status: **Approved**

Vendor(s) For Delivery: **PIEDMONT DISTILLERS INC - 590**

Original Delivery Time: **07-11-2012 12:30 PM**

External Order Id: Not Available

Comments: Not Available

External Comments

**Link Navigation**

[Add New Delivery](#)

[Update Delivery](#)

[Return to Search Results](#)

[Perform New Search](#)

Rescheduling the delivery with less than 48 hours notice will generate a violation for all Vendors/Carriers and could result in a negative rating.

**Calendar**

The delivery can only be scheduled 30 Days out.

**July 2012/August 2012**

Sun	Mon	Tue	Wed	Thu	Fri	Sat
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	1	2	3	4
5	6	7	8	9	10	11

★ Available Times for

Select a date

★ Schedule Contacts: Candy Bowlin

★ Is a violation needed?: ☐ Yes ☐ No

Cancel Submit

15. When you click on a blue day, a list of open delivery appointments will appear in the “Available Times for” box located to the right of the calendar.

16. Select one of the delivery times.

**General Information**

Delivery Id: 21273

Carrier: **PIEDMONT DISTILLERS INC.**  
Has Exclusive Scheduling - No

Load Type: **Pallet**

Total Cases: **300.00**

Status: **Approved**

Vendor(s) For Delivery: **PIEDMONT DISTILLERS INC - 590**

Original Delivery Time: **07-11-2012 12:30 PM**

External Order Id: Not Available

Comments: Not Available

External Comments

**Link Navigation**

[Add New Delivery](#)

[Update Delivery](#)

[Return to Search Results](#)

[Perform New Search](#)

Rescheduling the delivery with less than 48 hours notice will generate a violation for all Vendors/Carriers and could result in a negative rating.

**Calendar**

The delivery can only be scheduled 30 Days out.

**July 2012/August 2012**

Sun	Mon	Tue	Wed	Thu	Fri	Sat
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	1	2	3	4
5	6	7	8	9	10	11

★ Available Times for

07-24-2012

06:30 AM

07:00 AM

07:30 AM

08:30 AM

11:00 AM

12:30 PM

★ Schedule Contacts: Candy Bowlin

★ Is a violation needed?: ☐ Yes ☐ No

Cancel Submit

17. Select the name of the person who should receive the confirmation email once the appointment is approved from the drop-down menu in the “Schedule Contacts” field.

The screenshot shows a web application for scheduling deliveries. The 'General Information' section at the top displays details for Delivery ID 21273, Carrier PIEDMONT DISTILLERS INC, and a status of 'Approved'. Below this is a calendar for July 2012/August 2012. To the right of the calendar, there is a section for 'Available Times' and a 'Schedule Contacts' dropdown menu. The dropdown menu is open, showing a list of names, with 'Candy Bowlin' selected and circled in red. At the bottom right, there are 'Cancel' and 'Submit' buttons.

General Information

Delivery Id: 21273  
Carrier: PIEDMONT DISTILLERS INC  
Has Exclusive Scheduling - No  
Load Type: Pallet  
Total Cases: 300.00  
Status: Approved  
Vendor(s) For Delivery: PIEDMONT DISTILLERS INC - 590  
Original Delivery Time: 07-11-2012 12:30 PM  
External Order Id: Not Available  
Comments: Not Available  
External Comments:

Rescheduling the delivery with less than 48 hours notice will generate a violation for all Vendors/Carriers and could result in a negative rating.

Calendar

The delivery can only be scheduled 30 Days out.

July 2012/August 2012

Sun	Mon	Tue	Wed	Thu	Fri	Sat
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	1	2	3	4
5	6	7	8	9	10	11

★ Available Times for 07-24-2012

06:30 AM  
07:00 AM  
07:30 AM  
08:30 AM  
11:00 AM  
12:30 PM

★ Schedule Contacts: Candy Bowlin

★ Is a violation needed?: ☐ Yes ☐ No

Cancel Submit

18. Click the “Submit” button.

This screenshot is identical to the previous one, showing the same delivery scheduling interface. The 'Schedule Contacts' dropdown menu is still open with 'Candy Bowlin' selected. The 'Submit' button at the bottom right is now circled in red, indicating it is the next step in the process.

General Information

Delivery Id: 21273  
Carrier: PIEDMONT DISTILLERS INC  
Has Exclusive Scheduling - No  
Load Type: Pallet  
Total Cases: 300.00  
Status: Approved  
Vendor(s) For Delivery: PIEDMONT DISTILLERS INC - 590  
Original Delivery Time: 07-11-2012 12:30 PM  
External Order Id: Not Available  
Comments: Not Available  
External Comments:

Rescheduling the delivery with less than 48 hours notice will generate a violation for all Vendors/Carriers and could result in a negative rating.

Calendar

The delivery can only be scheduled 30 Days out.

July 2012/August 2012

Sun	Mon	Tue	Wed	Thu	Fri	Sat
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31	1	2	3	4
5	6	7	8	9	10	11

★ Available Times for 07-24-2012

06:30 AM  
07:00 AM  
07:30 AM  
08:30 AM  
11:00 AM  
12:30 PM

★ Schedule Contacts: Candy Bowlin

★ Is a violation needed?: ☐ Yes ☐ No

Cancel Submit

19. Members of the Virginia ABC Bailment Warehouse Receiving Office will review the delivery appointment request. If the request is approved, then the person whose name

was selected will receive a confirmation email that will contain the delivery confirmation number.

*\*This delivery confirmation number is important because it will be how the delivery truck will be able to pass through the security gate at the Virginia ABC Bailment Warehouse.*

## Update Specifications

**Task Description:** If the information for a product changes, then the product's specifications must be updated in the MIPS system to reflect the changes. Reasons for specification changes include: age/vintage/proof changes, case cost changes, case/bottle dimension changes, product name changes, pack changes, pallet/tier/weight changes, and SCC/UPC changes

This task is performed as necessary.

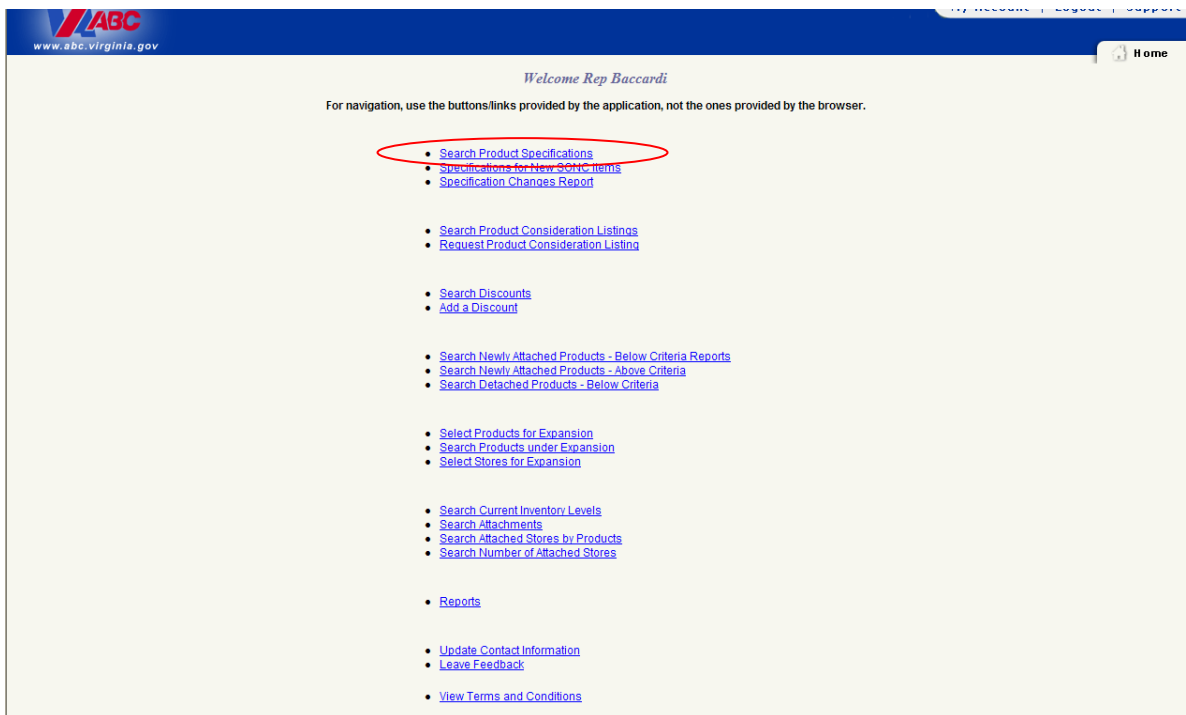
1. Enter the following address into your Navigation bar:

<https://gin.abc.virginia.gov/mips/index.html>

2. Enter your Login ID and password.



3. Click the “Login” button.
4. Click on the “Search Product Specifications” link.



5. Enter the search criteria.

www.abc.virginia.gov

My Account | Logout | Support

Home Products

Products > PCL > Expansion > Product Search

Search

Search Criteria

Product Code  Label Name

UPC/SCC Code

Vendor   
BACARDI USA, INC-035

Pricing Group  Buying Group

Product Status  Future Spec's Status

Sort Options

☒ Code  
☐ Name  
☐ Vendor  
☐ Status

Sort Order

Help

6. Click the “Search” button.

www.abc.virginia.gov

My Account | Logout | Support

Home Products

Products > PCL > Expansion > Product Search

Search

Search Criteria

Product Code  Label Name

UPC/SCC Code

Vendor   
BACARDI USA, INC-035

Pricing Group  Buying Group

Product Status  Future Spec's Status

Sort Options

☒ Code  
☐ Name  
☐ Vendor  
☐ Status

Sort Order

Help

7. Locate the product whose specifications you wish to update in the search results.

- Click the “Add Spec Change” button (plus sign (+) icon) located on the far right-hand side of the product record in the “Actions” section.

Products > PCL > Expansion > Product Search

Search Criteria

Product Code:  Label Name:

UPC/SCC Code:

Vendor:

Pricing Group:  Buying Group:

Product Status:  Future Spec's Status:

Sort Options

☒ Code

☐ Name

☐ Vendor

☐ Status

Sort Order:

Help

Code	Name	Vendor	Size	BPC	Case \$	Bottle \$	Retail \$	Status	Buying Group	Spec Changes Exist	Action
028204	Bombay Gin	035 - BACARDI USA, INC	375ml	24	119	4.96	9.9	Eliminated	STD	No	
028206	Bombay Gin	035 - BACARDI USA, INC	750ml	12	116.86	9.74	19.95	Active	STD	Yes	
028207	Bombay Gin	035 - BACARDI USA, INC	1L	12	170.12	14.18	28.95	Active	STD	Yes	
028208	Bombay Gin	035 - BACARDI USA, INC	1.75L	6	120.64	20.11	39.9	Active	STD	Yes	

Rows: 1 to 4 of 4

- Select the reason(s) for the specification change.

Products > PCL > Expansion > Standard Quotation and Specification Form

Cancel Next

★ Denotes a required field

Specify your Change Reason(s)

To select multiple reasons, hold the CTRL key while making your selection(s). You can either choose New Item, Reactivate Eliminated Item, Buying Group Change, OR any combination of the other change reasons.

Age/Vintage/Proof Change

Case Cost Change

Case/Bottle Dimensions Change

Name Change

Other

Pack Change

Pallet/Tier/Weight Change

SCC/UPC Change

Product's State Code:  ★

Effective Date: 11-01-2012

- Click the “Next” button located in the upper right-hand corner of the screen.

Products > PCL > Expansion > Standard Quotation and Specification Form

Cancel Next

★ Denotes a required field

Specify your Change Reason(s)

To select multiple reasons, hold the CTRL key while making your selection(s). You can either choose New Item, Reactivate Eliminated Item, Buying Group Change, OR any combination of the other change reasons.

Age/Vintage/Proof Change

Case Cost Change

Case/Bottle Dimensions Change

Name Change

Other

Pack Change

Pallet/Tier/Weight Change

SCC/UPC Change

Product's State Code:  ★

Effective Date: 11-01-2012

- Update the appropriate information.

www.abc.virginia.gov

My Account | Logout | Support

Products > PCL > Expansion >

Standard Quotation and Specification Form

Cancel Submit

\* Denotes a required field

This form has been populated with current information on this product. You may need to scroll down to see the information to edit.

Effective Date: 11-01-2012

Change Reason(s): Age/Vintage/Proof Change

State: VA

Buying Group: Standard

State Code: 028206

Brand: Bombay

Label: Bombay Gin

Age/Vintage (yrs) 0

\* Proof/Alcohol (%) 96

Size: 750ml

UPC Code(s): 080480300029, 081440103315

SCC Code(s): 10080480300026, 10081440103312

Unit Pack (BPC): 12

U.S. Freight (\$/cs): 1.0

Net Cost FOB Ship Point (\$/cs): 115.86

Bottles Per Sleeve: Not Available

Ocean Freight (\$/cs): 0.0

Marine Insurance (\$/cs): 0.0

Other Charges/Bailment (\$/cs): 0.0

Pricing Group: Spirits

Total Invoice Cost (\$/cs): 116.86

Cost Per Selling Unit (\$): 9.74

Retail Bottle Price (\$): 19.95

Cases Per Pallet: Not Available

Cases Per Layer: Not Available

Case Weight (lbs): 34.7

Link Navigation  
Add/Remove Change Reason(s)

12. Click the “Submit” button located in the upper right-hand corner of the screen.

www.abc.virginia.gov

My Account | Logout | Support

Products > PCL > Expansion >

Standard Quotation and Specification Form

Cancel **Submit**

\* Denotes a required field

This form has been populated with current information on this product. You may need to scroll down to see the information to edit.

Effective Date: 11-01-2012

Change Reason(s): Age/Vintage/Proof Change

State: VA

Buying Group: Standard

State Code: 028206

Brand: Bombay

Label: Bombay Gin

Age/Vintage (yrs) 0

\* Proof/Alcohol (%) 96

Size: 750ml

UPC Code(s): 080480300029, 081440103315

SCC Code(s): 10080480300026, 10081440103312

Unit Pack (BPC): 12

U.S. Freight (\$/cs): 1.0

Net Cost FOB Ship Point (\$/cs): 115.86

Bottles Per Sleeve: Not Available

Ocean Freight (\$/cs): 0.0

Marine Insurance (\$/cs): 0.0

Other Charges/Bailment (\$/cs): 0.0

Pricing Group: Spirits

Total Invoice Cost (\$/cs): 116.86

Cost Per Selling Unit (\$): 9.74

Retail Bottle Price (\$): 19.95

Cases Per Pallet: Not Available

Cases Per Layer: Not Available

Case Weight (lbs): 34.7

Link Navigation  
Add/Remove Change Reason(s)

*\*Note: The Product Specialist will review the specification change request and will approve/deny it. If denied, then please contact the Product Specialist for the denial reason.*

## Discount Product(s)

**Task Description:** Vendors may initiate discounts on a product up to 6 times in a calendar year. The duration of a discount is to be one month. The smallest size that may be discounted is the 750mL.

The minimum discount that may be performed on a 750mL or 1L bottle is \$1.00, or 5% of the normal retail bottle price, whichever is greater.

The minimum discount that may be performed on a 1.75L bottle is \$2.00, or 5% of the normal retail bottle price, whichever is greater.

Any non-alcoholic mixer must be discounted a minimum of \$0.50 off the normal retail price.

No item may be discounted more than half of its normal retail price. For example, if a bottle typically retails for \$20.00, then it cannot be sold for less than \$10.00.

*\*Discounts should be submitted at least 35 prior to taking effect.*

*\*\*Discounts should start on the 1<sup>st</sup> of the month and end on the last day of the month.*

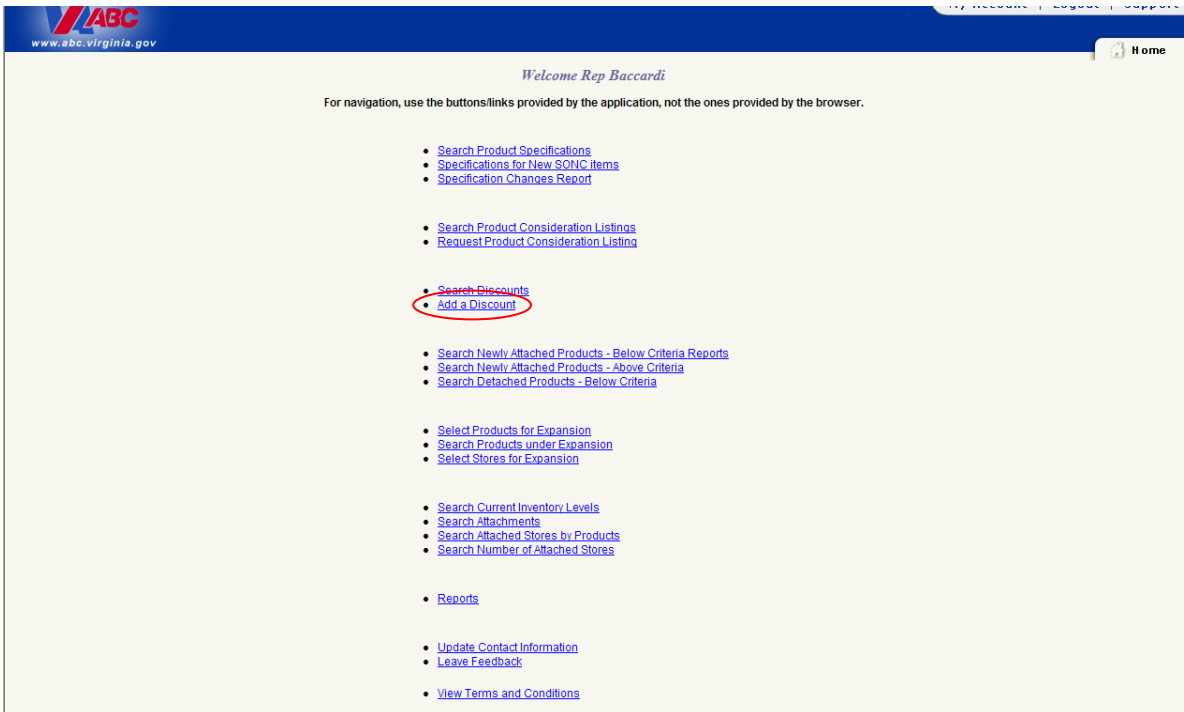
1. Enter the following address into your Navigation bar:

<https://gin.abc.virginia.gov/mips/index.html>

2. Enter your Login ID and password.

The screenshot shows the top of the ABC Virginia.gov website with a blue header containing the ABC logo and the URL www.abc.virginia.gov. Below the header is a white box titled "Login to Account Central" in red. Inside this box are two input fields: "Login ID" and "Password", each with a blue border. Below the "Password" field is a blue "Login" button.

3. Click the "Login" button.
4. Click on the "Add a Discount" link.



5. Enter the product code of the item you wish to discount in the “Product Code” field.

The screenshot shows the 'Add Discount' form on the ABC Virginia website. The form is titled 'Add Discount - page 1 of 2'. It includes a legend indicating that an asterisk (\*) denotes a required field. The form contains three required fields: 'Product Code', 'Start Date', and 'End Date'. The 'Product Code' field is highlighted with a red circle. The 'Start Date' and 'End Date' fields have 'Calendar' links next to them. There are 'Cancel' and 'Next' buttons at the top right of the form.

6. Enter the date the discount will go into effect in the “Start Date” field.

*\*Discounts should start on the first day of a month.*

- a. Click the “Calendar” link and select the start date from the calendar that appears in the pop-up window.

The screenshot shows the 'Add Discount' form on the ABC Virginia website. The form is titled 'Add Discount - page 1 of 2'. It includes a legend indicating that an asterisk (\*) denotes a required field. The form contains three required fields: 'Product Code', 'Start Date', and 'End Date'. The 'Start Date' field is highlighted with a red circle. The 'End Date' field has a 'Calendar' link next to it. There are 'Cancel' and 'Next' buttons at the top right of the form.

7. Enter the date that the discount will end in the “End Date” field.

*\*Discounts should end on the last day of the month.*



- a. Click the “Calendar” link and select the start date from the calendar that appears in the pop-up window.

Discounts

Add Discount - page 1 of 2

Cancel Next

\* Denotes a required field

\* Product Code

\* Start Date  [Calendar](#)

\* End Date  [Calendar](#)

8. Click the “Next” button located in the upper right-hand corner of the screen.

Discounts

Add Discount - page 1 of 2

Cancel **Next**

\* Denotes a required field

\* Product Code

\* Start Date  [Calendar](#)

\* End Date  [Calendar](#)

9. If you know the amount that you wish to discount your case by, then enter the amount in the Vendor Discount (subtract) field in the “FOB Case Cost (\$)” column.

Discounts

Add Discount - page 2 of 2

Cancel Prev Submit

\* Denotes a required field

**Current Product Information**

Product: 04866 - Dewar's White Label Bottle Size: 750ml

Vendor: 035 - BACARDI USA, INC Proof: 80

Status Code: Active Pricing Group: Spirits

Case Cost (\$): 134.62

Bottle Cost (\$): 11.22

**Discount Information**

Discount Type: Sale

Start Date: 08-01-2012

End Date: 08-31-2012

Discount Status: Pending

Comments

**Discount Amounts**

	Discount Percent (%)	FOB Case Cost (\$)	Retail Bottle Price (\$)	Bottles Per Case
Price Effective on 06-01-2012:		134.62	23.65	12
Vendor Discount (subtract):	<input type="text"/>	<input type="text"/>		
ABC Discount (subtract):	0.00	0.00		
Discount Price:		134.62	<input type="text"/> 23.65 <input type="checkbox"/> Enter Required RBP	

Calculate

- a. Click the “Calculate” button to see the discount percentage and the new retail bottle price.

ABC  
www.abc.virginia.gov

My Account | Logout | Support

Home Discounts

Discounts

Add Discount - page 2 of 2

Cancel Prev Submit

\* Denotes a required field

**Current Product Information**

Product: 04866 - Dewar's White Label      Bottle Size: 750ml  
 Vendor: 035 - BACARDI USA, INC      Proof: 80  
 Status Code: Active      Pricing Group: Spirits  
 Case Cost (\$): 134.62  
 Bottle Cost (\$): 11.22

**Discount Information**

Discount Type: Sale  
 Start Date: 08-01-2012      Comments:  
 End Date: 08-31-2012  
 Discount Status: Pending

**Discount Amounts** Calculate

	Discount Percent (%)	FOB Case Cost (\$)	Retail Bottle Price (\$)	Bottles Per Case
Price Effective on 06-01-2012:		134.62	23.65	12
Vendor Discount (subtract):				
ABC Discount (subtract):	0.00	0.00		
Discount Price:		134.62	23.65 <input type="checkbox"/> Enter Required RBP	

10. If you just know what you wish the new retail bottle price to be, then check the box to the left of “Enter Required RBP.”

ABC  
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Home Discounts

Discounts

Add Discount - page 2 of 2

Cancel Prev Submit

\* Denotes a required field

**Current Product Information**

Product: 04866 - Dewar's White Label      Bottle Size: 750ml  
 Vendor: 035 - BACARDI USA, INC      Proof: 80  
 Status Code: Active      Pricing Group: Spirits  
 Case Cost (\$): 134.62  
 Bottle Cost (\$): 11.22

**Discount Information**

Discount Type: Sale  
 Start Date: 08-01-2012      Comments:  
 End Date: 08-31-2012  
 Discount Status: Pending

**Discount Amounts** Calculate

	Discount Percent (%)	FOB Case Cost (\$)	Retail Bottle Price (\$)	Bottles Per Case
Price Effective on 06-01-2012:		134.62	23.65	12
Vendor Discount (subtract):				
ABC Discount (subtract):	0.00	0.00		
Discount Price:		134.62	23.65 <input type="checkbox"/> Enter Required RBP	

- a. Edit the retail bottle price in the field located to the left of the checkbox to the discounted retail bottle price.

ABC  
www.abc.virginia.gov

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Home Discounts

Discounts

Add Discount - page 2 of 2

Cancel Prev Submit

\* Denotes a required field

**Current Product Information**

Product: 04866 - Dewar's White Label Bottle Size: 750ml  
 Vendor: 035 - BACARDI USA, INC Proof: 80  
 Status Code: Active Pricing Group: Spirits  
 Case Cost (\$): 134.62  
 Bottle Cost (\$): 11.22

**Discount Information**

Discount Type: Sale  
 Start Date: 08-01-2012  
 End Date: 08-31-2012  
 Discount Status: Pending

Comments

**Discount Amounts** Calculate

	Discount Percent (%)	FOB Case Cost (\$)	Retail Bottle Price (\$)	Bottles Per Case
Price Effective on 06-01-2012:		134.62	23.65	12
Vendor Discount (subtract):				
ABC Discount (subtract):	0.00	0.00		
Discount Price:		134.62	23.65	

Enter Required RBP

- b. Click the “Calculate” button to see the discount percentage and the new FOB Case Cost

ABC  
www.abc.virginia.gov

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Home Discounts

Discounts

Add Discount - page 2 of 2

Cancel Prev Submit

\* Denotes a required field

**Current Product Information**

Product: 04866 - Dewar's White Label Bottle Size: 750ml  
 Vendor: 035 - BACARDI USA, INC Proof: 80  
 Status Code: Active Pricing Group: Spirits  
 Case Cost (\$): 134.62  
 Bottle Cost (\$): 11.22

**Discount Information**

Discount Type: Sale  
 Start Date: 08-01-2012  
 End Date: 08-31-2012  
 Discount Status: Pending

Comments

**Discount Amounts** Calculate

	Discount Percent (%)	FOB Case Cost (\$)	Retail Bottle Price (\$)	Bottles Per Case
Price Effective on 06-01-2012:		134.62	23.65	12
Vendor Discount (subtract):				
ABC Discount (subtract):	0.00	0.00		
Discount Price:		134.62	23.65	

Enter Required RBP

11. Click the “Submit” button located in the upper right-hand corner of the screen.

www.abc.virginia.gov

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Home Discounts

Discounts

Add Discount - page 2 of 2

Cancel Prev **Submit**

\* Denotes a required field

**Current Product Information**

Product: 04866 - Dewar's White Label      Bottle Size: 750ml  
 Vendor: 035 - BACARDI USA, INC      Proof: 80  
 Status Code: Active      Pricing Group: Spirits  
 Case Cost (\$): 134.62  
 Bottle Cost (\$): 11.22

**Discount Information**

Discount Type: Sale  
 Start Date: 08-01-2012      Comments:  
 End Date: 08-31-2012  
 Discount Status: Pending

**Discount Amounts** Calculate

	Discount Percent (%)	FOB Case Cost (\$)	Retail Bottle Price (\$)	Bottles Per Case
Price Effective on 06-01-2012:		134.62	23.65	12
Vendor Discount (subtract):				
ABC Discount (subtract):	0.00	0.00		
Discount Price:		134.62	23.65 <input type="checkbox"/> Enter Required RBP	

*\*Note: The Logistics Administrative Staff Specialist will review the discount request and will approve or deny it. If denied, then please contact the Logistics Administrative Staff Specialist for the denial reason.*

## Monitor Inventory

**Task Description:** It is the responsibility of each vendor to monitor and manage their product's inventory levels in the Virginia ABC Bailment Warehouse and schedule deliveries to ensure the product inventory levels stay within the established thresholds.

This task is performed as necessary.

12. Enter the following address into your Navigation bar:

<https://gin.abc.virginia.gov/mips/index.html>

13. Enter your Login ID and password.

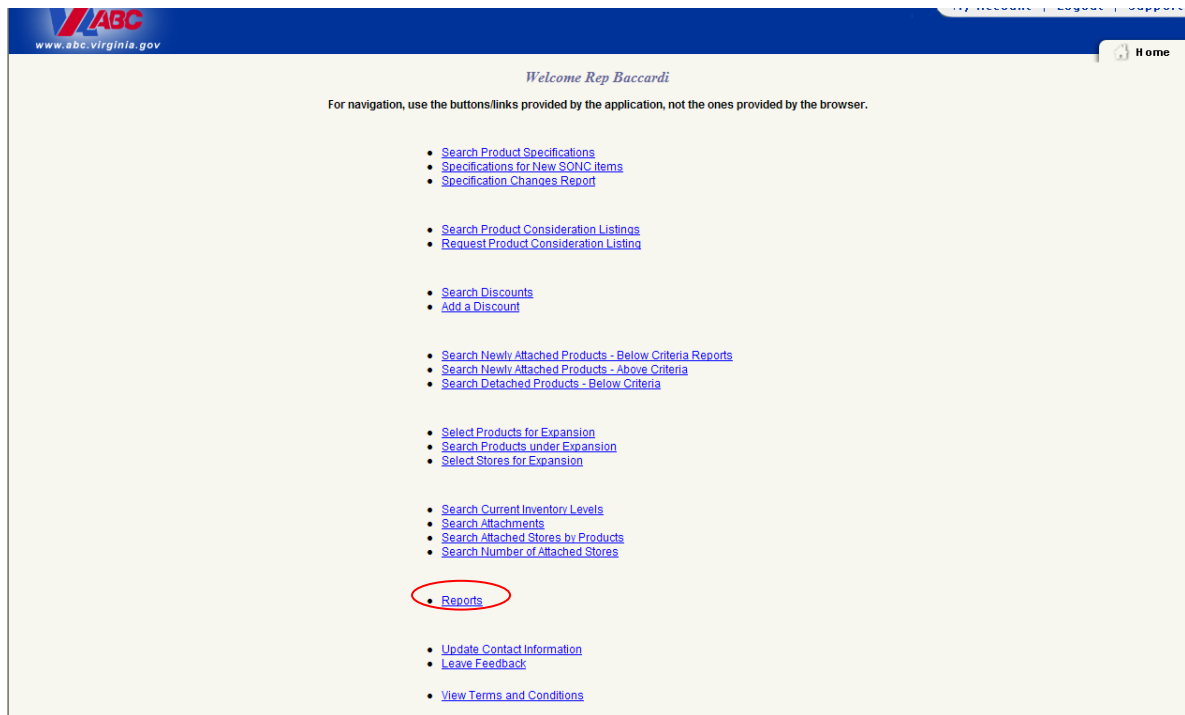
www.abc.virginia.gov

**Login to Account Central**

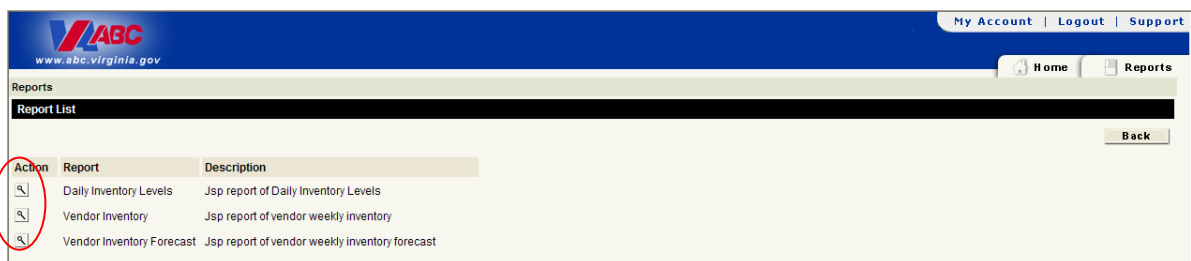
Login ID  
 Password  
 Login

14. Click the "Login" button.

15. Click on the “Reports” link.



16. Click on the “View” button (magnifying glass icon) located in the “Action” section to the left of the Report Name that you wish to review.



17. If you selected the “Daily Inventory Levels Report,” then:

- a. Select the appropriate vendor name from the drop-down menu in the “Vendor” field.



- b. Enter the date you wish to run the report for in the “As Of Date” field.
  - i. Click the “Calendar” link and select the start date from the calendar that appears in the pop-up window.

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Home Reports

Reports

Daily Inventory Levels Report Criteria

Back Reset Submit

★ Denotes a required field

★ Vendor: 035 - BACARDI USA, INC

★ As Of Date: Calendar

- c. Click on the “Submit” button located in the upper right-hand corner of the screen.

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Home Reports

Reports

Daily Inventory Levels Report Criteria

Back Reset Submit

★ Denotes a required field

★ Vendor: 035 - BACARDI USA, INC

★ As Of Date: Calendar

- d. Review the report.

*\*All of the column headings are explained at the bottom of the report.*

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MIPS Reports

Reports

Daily Inventory Levels As of Date 07-09-2012

Save Back

Reported as of Tue Jul 10 09:40:47 EDT 2012

Vendor: 035 BACARDI USA, INC

Product Code	Product Name	BPC	Vendor Cases	ABC Cases	Invoiced Cases	Shippable Cases
001162	Dewar's 12 yr w/Corkstopper	12	0.0	0.0	0.0	0.0
001163	Dewar's 12 Yr With Glasses	6	0.0	0.0	0.0	0.0
001168	Dewar's 12 with Coaster Set	6	0.0	0.0	0.0	0.0
001170	Dewar's 12 Yr With Glasses	6	0.0	0.0	0.0	0.0
001280	Bombay Sapphire with Olive Pick Set	6	0.0	0.0	0.0	0.0
001364	Bacardi Big Apple Glass Pack	6	0.0	0.0	0.0	0.0
001446	Grey Goose LaVanilleVodka Picnic Basket	3	0.0	0.0	0.0	0.0
001475	Bombay Sapphire VAP	6	0.0	0.0	0.0	0.0

18. If you selected the “Vendor Inventory Report,” then:

- a. Select the appropriate vendor name from the drop-down list in the “Vendor” field.

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Home Reports

Reports

Vendor Inventory Report Criteria

Back Reset Submit

★ Denotes a required field

★ Vendor: 035 - BACARDI USA, INC

★ From Date: Calendar

★ To Date: Calendar

- b. Enter the start date for the report in the “From Date” field.
- i. Click the “Calendar” link and select the start date from the calendar that appears in the pop-up window.

Reports

Vendor Inventory Report Criteria

Back Reset Submit

\* Denotes a required field

\* Vendor: 035 - BACARDI USA, INC

\* From Date:  Calendar

\* To Date:  Calendar

- c. Enter the end date for the report in the “To Date” field.
  - i. Click the “Calendar” link and select the start date from the calendar that appears in the pop-up window.

Reports

Vendor Inventory Report Criteria

Back Reset Submit

\* Denotes a required field

\* Vendor: 035 - BACARDI USA, INC

\* From Date:  Calendar

\* To Date:  Calendar

- d. Click the “Search” button in the upper right-hand corner of the screen.

Reports

Vendor Inventory Report Criteria

Back Reset Submit

\* Denotes a required field

\* Vendor: 035 - BACARDI USA, INC

\* From Date:  Calendar

\* To Date:  Calendar

- e. Review the report.

*\*All of the column headings are explained at the bottom of the report.*

Reports

Vendor Inventory Report From 07-02-2012 To: 07-09-2012

Save Back

Reported as of Tue Jul 10 09:22:05 EDT 2012

Vendor Code: 035

Vendor Name: BACARDI USA, INC

Code	Name	Bottle Size	BPC	Begin Cases	Begin Bottles	Vendor Cases Rec	Vendor Bottles Rec	Other Cases Incrs	Other Bottles Incrs	Vendor Cases Ship	Vendor Bottles Ship	Other Cases Decrs	Other Bottles Decrs	Ending Cases	Ending Bottles
001168	Dewar's 12 with Coaster Set	750ml	6	0	0	0	0	0	0	0	0	0	0	0	0
001170	Dewar's 12 Yr With Glasses	750ml	6	0	0	0	0	0	0	0	0	0	0	0	0
001280	Bombay Sapphire with Olive Pick Set	750ml	6	0	0	0	0	0	0	0	0	0	0	0	0
001364	Bacardi Big Apple Glass Pack	750ml	6	0	0	0	0	0	0	0	0	0	0	0	0
001475	Sapphire With Glass & Recipe Book	750ml	6	0	0	0	0	0	0	0	0	0	0	0	0
001495	Gray Goose w/ Picnic Basket	1.75L	3	0	0	0	0	0	0	0	0	0	0	0	0

19. If you selected the “Vendor Inventory Forecast Report,” then:

- a. Select the appropriate vendor name from the drop-down list in the “Vendor” field.

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Home Reports

Reports

Vendor Inventory Forecast Report Criteria

Back Reset Submit

★ Denotes a required field

Vendor: 035 - BACARDI USA, INC

Product Code:

Forecast Status: All Products

- b. Enter the product code of item you wish to view the inventory forecast for in the “Product Code” field.

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Home Reports

Reports

Vendor Inventory Forecast Report Criteria

Back Reset Submit

★ Denotes a required field

Vendor: 035 - BACARDI USA, INC

Product Code:

Forecast Status: All Products

- c. Select the type of forecast you wish to see from the drop-down menu in the “Forecast Status” field.

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Reports

Vendor Inventory Forecast Report Criteria

Back Reset Submit

★ Denotes a required field

Vendor: 035 - BACARDI USA, INC

Product Code:

Forecast Status: All Products

- d. Click the “Submit” button located in the upper right-hand corner of the screen.

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Reports

Vendor Inventory Forecast Report Criteria

Back Reset Submit

★ Denotes a required field


Vendor: 035 - BACARDI USA, INC

Product Code:

Forecast Status: All Products

- e. Review the report.





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Account Central

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MIPS

Reports

Reports

Vendor Inventory Forecast Report

Save

Back

All quantities are expressed in cases.

Reported as of Tue Jul 10 09:47:33 EDT 2012

												Forecast		
Product Code	Vendor Code	Product Name	Bottle Size	BPC	Bail	Main	Total	Two Week Forecast	Six Week Forecast	Short	Long	Aug	Sep	Oct
004866	035	Dewar's White Label	750ml	12	161	0	161	79	245			175	233	211

## **C. Important Points of Contact**

Logistics Administrative Staff Specialist  
Product Specialist

Maria Jeter  
Neilann Brown

(804) 213-4523  
(804) 213-4528

## **D. Glossary**

**“Attached” Stores** – If a store is “attached” to a product it means that the product is currently sold in the store and the product will be automatically replenished by the Virginia ABC Bailment Warehouse.

**FOB** – Freight on Board

**Listing** – This is the process by which a product is selected to be sold either in Virginia ABC retail stores or through the Virginia ABC Special Order Catalog. If a product is selected, then it is “listed.”

**MIPS** – MIPS stands for Management of Inventory and Product Sales. This system tracks alcohol and non-alcohol inventory of products for resale. The online licensee ordering application links directly into this system and allows the user to see exactly what is available for order in their assigned ABC store’s inventory.

**POS** – POS stands for Point-of-Sale system. This is essentially the cash register at the assigned ABC store.

**SCC** – A SCC or “Shipping Container Code” is the 14-digit barcode placed on the outside of a shipping carton or pallet. The SCC allows ABC to scan your shipment of multiple units of your product as it comes into their warehouse. You will tell your retailer how many units of your product will be included in a standard shipping carton. This information will be entered in ABC’s inventory management system. When your SCC code is scanned, the system recognizes that a shipment of X number of individual units of your product arrived from your company. A Shipping Container Code can be obtained from GS1 US at (937)435-3870.

See an example below:



1 00 12345 67890 2

**SOC** – “SOC” is an abbreviation for the “Special Order Catalog.”

**SONC** – “SONC” is an abbreviation for “Special Order Non-Catalog.” This means the item has been ordered for a customer via the special order process, however, the product is not an item that is listed in Virginia ABC’s Special Order Catalog.

**State Code** – The Control State Code (CSC) is a unique six-digit number identifying alcoholic beverage BRANDS and SIZES sold in the Control States. Distilled spirits and fortified wines are assigned a six digit code that will always begin with a zero, while six digit codes for all other wines begin with varying numbers that are determined by type. In addition to the unique six-digit code, each product has a three-digit prefix to identify its class and a two-digit suffix to identify its size. The established structures will be used to code the beverage alcohol products. Any product listed in Virginia must be assigned a control state code number (CSC). For more information see the National Alcohol Beverage Control Association’s (NABCA) website: <http://www.nabca.org/States/Forms.aspx>

**Total Invoice Cost** – The Total Invoice Cost is the sum of the cost of U.S. Freight and the net cost FOB ship point.

**UPC** – A UPC or “Universal Product Code” is the 12-digit barcode found on almost all items in North America for tracking and ringing up items in stores. UPCs are the unique configurations – consisting of a block of black and white bars with an accompanying number that appear on each individual product in the American retailing system. Because they help standardize the identities of millions of products across various manufacturing, distribution and retailing systems, UPCs have become crucial for making sure that everyone in the marketplace is buying and selling exactly what they think they’re buying and selling.

See an example below:

